

***Analysis of Dried  
Fishery Products In  
Japan  
Section 1***

# 1. Analysis of Dried Fishery Products in Japan

## 1.1 General Background

Japan has one of the longest histories of dried fish consumption. Historic documents indicate that *karamono*, present day *bimono*, meaning dried fish products in Japanese, were often consumed in the Heian Era (794-1192).

In *Heian-kyo*, the ruling city of the *Heian* Era, fresh fish and shellfish were rare as fisherman did not have refrigeration means to transport fish long distances. As a result of necessity, fish was dried and shipped to towns located inland.

Dried fish products were not eaten as the staple food. A number of ancient laws and city plans indicate the existence of dried fish shops in the western markets of the capital city. Especially popular were shaved dried fish products, known as “*kezuri-mono*”. Delicacies of court banquets often included dried pheasant, finely chopped dried salmon, dried steamed abalone, and dried cooked octopus.

While modern society is equipped with the necessary conveniences for refrigerating, freezing, and transporting fresh fish, individuals still enjoy the unique taste of dried fish products. This taste has survived decades, centuries, and generations and is unlikely to wane considerably as a result in the upcoming years as well.

“A number of  
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Nonetheless, fully preserved dried fish products are not as popular today. Japanese tastes have advanced with the economic boom. They now prefer soft and moist dried fish products. These half-dried more palatable products are categorized as “half preservatives”. Moist dried fish must be refrigerated and consumed within a few days of purchase. Though fully preserved dried fish products are tougher, Japanese businessmen still tend to enjoy these products with beer or sake after a long day at the office. This is comparable to peanuts/chips and beer, after work snacks in western nations.

### 1.2 Japan’s Fish Consumption Ranking

According to statistics taken from the FAO Yearbook (Yearbook of Fishery Statistics), Japan is ranked number two in the world behind China in terms of annual fish consumption. In 1993, Japan consumed approximately 8.71 million tons of fish per annum. China’s consumption was almost double this figure. While other Asian countries consumption was noted, India, Indonesia, Thailand, Korea and the Philippines ranked 7th, 8th, 9th, 10th, and 12th in terms of production. In 1993, total world-wide consumption in 1993 was 108 million tons/annum. Japan’s consumption represents one-tenth of total world-wide consumption. The individual consumption of India, Indonesia, Thailand, Korea and the Philippines is less than one-half of Japan’s consumption. It must be noted however, that Japan’s fish consumption has fallen slightly over the past decade.<sup>1</sup>

“Japan is ranked **number two** in the **World** behind **China** in terms of annual fish consumption”

### 1.3 Popular Dried Fish Products

There are many kinds of dried fish products processed and sold in Japan. Most dried products can be classified into one of three main categories

**TABLE 1**  
**Three Main Categories of Dried Fish**

Classification	Explanation	Examples
Souzai	includes products consumed as a side dish with the daily meal. (often consumed with rice)	dried young sardines (aji-no-hiraki)
Chinmi	a snack often consumed with alcohol.	dried cuttlefish (surume)
Others	seasonings and toppings using dried fish	dashi and furikake

<sup>1</sup>Yearbook of Fishery Statistics, 1993 Report

The following is a comprehensive list of popular dried fish products classified by production method. The actual production process is mentioned in Section 5.

**TABLE 2**  
**Popular Dried Fish by Production Process**

Category	Popular Fish (Japanese Name)	Popular Fish (English Translation)
1. Suboshi	Migaki-nishin Tatami-iwashi	Dried filleted herring Dried young sardines
2. Niboshi	Niboshi	Dried small sardines
3. Shioboshi	Mezashi Aji-no-hiraki	Dried sardines Dried horse mackerel
4. Yakiboshi	Hamayaki-tai	Sea bream
5. Choumiboshi	Mirin-boshi	Dried fish soaked in Japanese liquor *mirin=Japanese liquor
6. Kouriboshi	Mintai	Frozen and dried walleye pollack

According to a Mitsukoshi\* store buyer, 70% of dried fish consumed in Japan is horse mackerel.

### 1.4 Market Size and Value

1995 statistics state that Japan’s total fish and shellfish consumption amounts to almost 9 million tons. Salted, dried, smoked and others represent approximately 3.3 million tons.

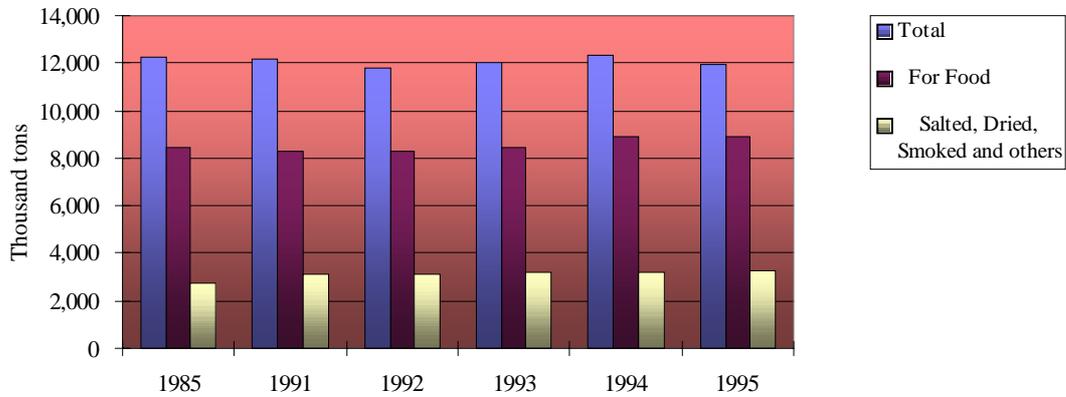
While there have been fluctuations in Japan’s fish and dried fish consumption since 1985, these fluctuations have been limited. Total consumption of fish food products was lower than 1995 between 1985 and 1993, but by only a few thousand tons. Consumption of salted, dried, smoked and other fish products was just under 3 million tons in 1985 and rose to the current 3.3 million tons in 1991.

“Salted, **dried**, smoked and others **represents** approximately **3.3 million** tons”

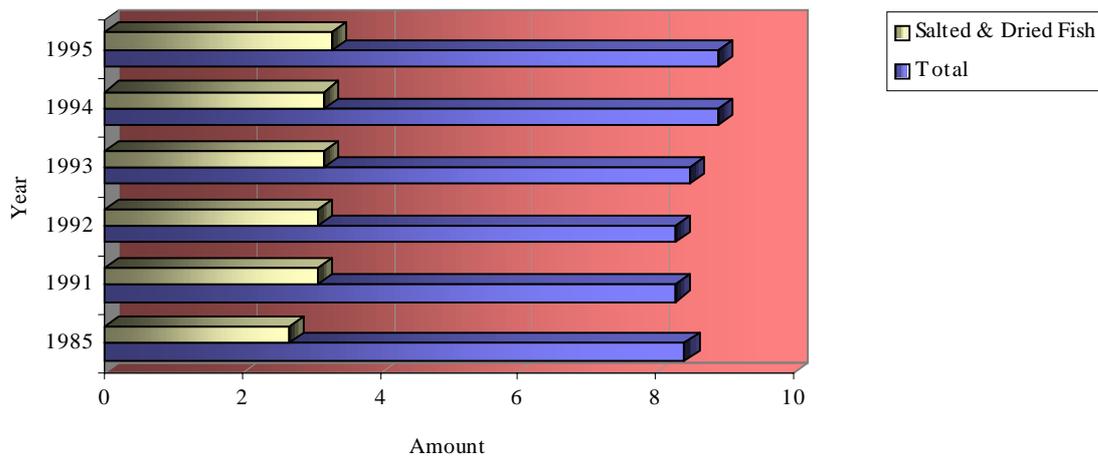
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\* Mitsukoshi is the largest chain of department stores in Japan in terms of sales; it is also a member of the Mitsui group.

**Graph 1**  
Fish and Shellfish Domestic Consumption



**Graph 2**  
Total Salted & Dried Fish Consumption as a Percentage of the Total Fish Market

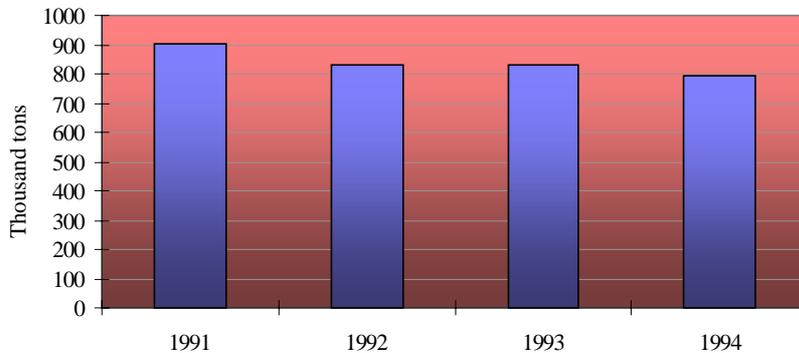


**Table 3**  
Salted and Dried Fish Consumption 1985-1995

	1985	1991	1992	1993	1994	1995
<b>Total Fish Food Products</b>	8,416	8,277	8,265	8,464	8,874	8,904
<b>Salted &amp; Dried Fish</b>	2,734	3,100	3,147	3,218	3,203	3,205

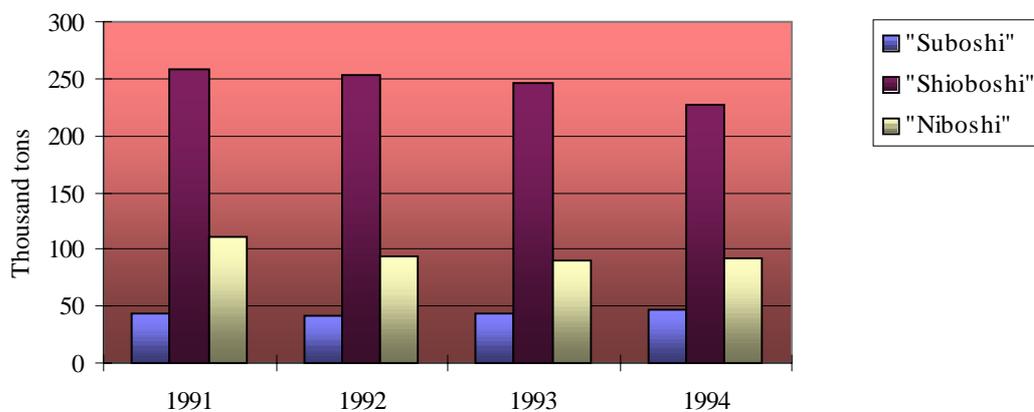
The following graph indicates the change in salted and dried fish consumption in recent years.

**Graph 3**  
**Salted & Dried Fish Consumption 1991-1994**



The two following charts indicate market size and production levels for *suboshi*, *shioboshi*, and *niboshi*\*. Regarding market size, *shioboshi* has maintained the lead since 1991 at 250,000 tons, falling slightly to 225,000 tons in 1994. This follows the overall decrease in dried fish products consumption for this period. *Niboshi* is second, in terms of market share with 110,000 tons in 1991, falling slightly to just under 100,000 tons in 1994. *Suboshi* holds last place at just under 50,000 tons/year in 1991 which has increased by a few thousand tons in 1994.

**Graph 4**  
**Market Size Breakdown for *Shioboshi*, *Niboshi*, *Suboshi***



Total production of salted and dried fish amounted to 905,000, 830,000, 831,000 and 795,000 tons in 1991, 1992, 1993, and 1994 respectively (See data in Table 4).

\*These popular dried fish products are outlined on page1.

The category of *shioboshi* comprises dried sardines, dried horse mackerel, dried sauries, dried mackerel, dried cod and walleye pollacks, dried flounder, dried “*hokke*”, (*atka*) mackerel and a group of others. Production of *Shioboshi* has dropped slightly in-line with consumption from 259,000 in 1991 to 227,000 in 1994. Dried horse mackerel is the most popular of this group with production in 1991 at 71,000 tons, falling slightly to 63,000 tons in 1994. Dried sardines and dried sauries follow dried horse mackerel at almost half its production.

Dried small sardines, dried young sardines, dried sand lances, dried adductor mussels and others make-up the *niboshi* category of dried fish products. Dried small sardines are the most popular dried fish in this category. Production was 50,000 tons/annum in 1991 and is stable at 40,000 tons/annum in 1995. Dried young sardines are in second place in 1995 at a 28,000 tons/annum. Total *niboshi* production has fallen slightly from the year needs to be included 111,000 tons/annum to 92,000 tons/annum in 1995.

*Suboshi* is in last place with total production increasing slightly since 1991 from 44,000 tons to 46,000 tons in 1995. Dried cuttlefish and dried herring are the most popular dried fish in this category.

**Table 4**  
**Production Levels Dried Fish Products**

Production (Units: Thousand Tonnes)	1991	1992	1993	1994
<b>Salted and Dried Fish</b>	<b>905</b>	<b>830</b>	<b>831</b>	<b>795</b>
<b>Suboshi</b>	<b>44</b>	<b>42</b>	<b>44</b>	<b>46</b>
Dried cuttlefish	17	17	18	18
Dried herrings	18	16	16	20
Dried sardines	2	2	2	1
Dried cod and walleye pollacks	2	3	3	2
Others	5	4	5	6
<b>Shioboshi</b>	<b>259</b>	<b>254</b>	<b>247</b>	<b>227</b>
Dried sardines	45	34	33	28
Dried horse mackerel	71	72	69	63
Dried sauries	43	45	41	36
Dried mackerel	15	18	18	17
Dried cod and walleye pollacks	7	6	4	5
Dried flounders	10	11	13	14
Dried "hokke", Atka mackerel	16	16	17	16
Others	53	53	51	47
<b>Niboshi</b>	<b>111</b>	<b>94</b>	<b>91</b>	<b>92</b>
Dried small sardines	50	41	40	40
Shirasu-boshi, dried young sardines	37	30	28	28
Dried "ikagnago & konago", sandlances	10	11	10	10
Dried adductor muscles	3	3	5	5
Others	11	8	8	8

While production levels for dried and salted fish products fell steadily from 1991, there has been an increase in production levels in 1995. It should be noted that production levels rose a few thousand tons in 1993; but fell again in 1994. Within the dried fish category, *niboshi* and *suboshi* production fell in 1995, while *shioboshi* production increased. This production increase is primarily attributed to a larger catch of fish in 1995 than 1994.<sup>2</sup>

### 1.5 Imports vs. Domestic Production

In 1989 total fish imports represented approximately 150,000 tons of the total production level. Domestic production was twice as much. Imports rose somewhat in the following year; domestic production dropped off dramatically to almost 220,000 tons. While imports fell in 1992 and domestic production did not budge; in 1993, imports rose to 160,000 tons and domestic production fell considerably to approximately 165,000 tons. In 1993, imports exceeded domestic production, and this trend continues today.

In the past, Japan maintained 60% of all production in country. However, fish catching and production costs were extremely high compared to other food manufacturing industries. In order to maintain stable costs for the consumer, Japan began to import product from countries with lower production costs. The majority of fish imported comprises frozen fish products, while most fresh fish is still caught in Japan.

Regarding dried fish products, the industry will be looking more and more to imports in the future in order to provide for the stable supply of mackerel (*saba*) and horse mackerel (*aji*) in particular. Actual imports of dried and salted fish averaged around 43,000 tons per annum over the last 6 years<sup>3</sup>.

To further substantiate this trend toward imports, a recent assessment of the livelihood of the fishing industry was undertaken. According to this survey conducted by the Ministry of Agriculture, Forestry and Marine Products, the number of workers entering the fishing industry has fallen substantially since 1990. Work environment has been cited as the primary reason for individuals choosing other fields. It can be assumed, that as the domestic industry shrinks, the country will rely on imports.

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<sup>2</sup>**Fish Industry White Paper**, May 1997

<sup>3</sup>**Fish Industry White Paper**, May 1997

***Consumer  
Preferences and  
Purchasing Patterns***  
**Section 2**

## 2. Consumer Preferences and Purchasing Patterns

### 2.1 Concern for Safety Freshness - Quality

Freshness, healthiness and safety are increasingly important to Japanese consumers. They have become more health conscious increasingly demanding low-calorie low-cholesterol, low-fat foods and products rich in vitamins, minerals and fiber. One survey found that over three quarters of Japanese housewives try to avoid foods which contain synthetic or chemical additives.

Quality, health conscious and ecology-minded products for example, are potential market opportunities.

### 2.2 Attitudes Toward Imported Foods

Accompanying the increasing acceptance of imported foods, supermarkets in Japan have reacted to the decline in retail prices by offering more imported products and converting best selling products into private brands. Much of this has been through direct arrangements with overseas suppliers to develop good quality products at lower prices than those of national brands.

**CHART 5**  
Reasons for purchasing/non-usage of imported product categories

Reasons for Purchasing		Reasons for Non-Usage	
Good taste	69.9%	Concern about Ingredients and Additives	75.6%
Reasonable price	63.8%	Dislike the Taste	29.2%
Not available in domestic versions	39.5%	Manage adequately with domestic products	26.5%
Good Quality	21.2%	Don't know the date and year of manufacture	18.1%
Famous Brand is Reassuring	17.7%	Inferior quality, performance and durability	8.4%
Like Foreign Goods	9.2%		

The 6th Survey on Consumers Awareness of Imported Goods, September 1994, MIPRO (Manufactured Imports Promotion Organization)

### 2.3 Consumer Trends

New value-conscious consumers and rising demand for convenience products are creating opportunities for foreign suppliers of processed food products. The internationalization of Japan means Japanese consumers now seek greater variety in their diets and eat more western style foods.

Japan is the second largest single-nation consumer market in terms of total expenditures. Moreover, consumer spending per capita, converted to US dollars, is higher than that of many other industrialized nations. Living standards of Japan's approximately 125 million consumers are high, as measured by ownership of goods, availability of medical services and import purchasing power but areas still need needing improvement include housing, welfare facilities and the amount and use of leisure time. Standards in all these areas, however, have risen steadily in recent years.

#### 1996 All Japan Average Per House hold, Per Month, In Yen<sup>4</sup>

Annual Income	¥7,420,000
Living Expenditure	¥328,849
Food	¥77,042
Salted and Dried Fish	¥1,780

<sup>4</sup>Annual Report on the Family Income & Expenditure Survey 1996, Japan Statistics Bureau 1997

## 2.4 SURVEY: Purchasing Patterns and Consumption Tendencies of Dried Fish

In November, 1995, the Consumer Preference Section of the Food Distribution Department within the Ministry of Agriculture, Forestry and Marine Products conducted a survey of 1,021 housewives residing in major cities throughout Japan. A 99.9% response rate was cited with 1,020 completed surveys.<sup>5</sup>

While the Ministry of Agriculture, Forestry and Marine Products was well aware of the growing consumption of fish, the purpose of the survey was to confirm their initial assumptions regarding consumption tendencies and purchasing preferences. Moreover, the ministry tried to identify the image associated with various fish, as well as how price affects purchases.

Regarding demographics of the survey participants, 5.2% were in their 20's, 23.4% in their 30's, 27.5% in their 40's, 24.2% in their 50's, and 19.7% above the age of 60. Respondents were asked where they preferred to purchase a number of fish products including fresh fish, sashimi, dried and salted fish, frozen fish, grilled fish and fried fish. 58.2% of respondents replied that they purchased dried and salted fish products primarily from super markets, followed by 22.8% at fish co-ops, 7.8% purchased dried and salted fish products from individual fish shops, and 4.5% from department stores. Less than 1% purchased from small vendors, and 2.8% did not purchase dried and salted fish products.

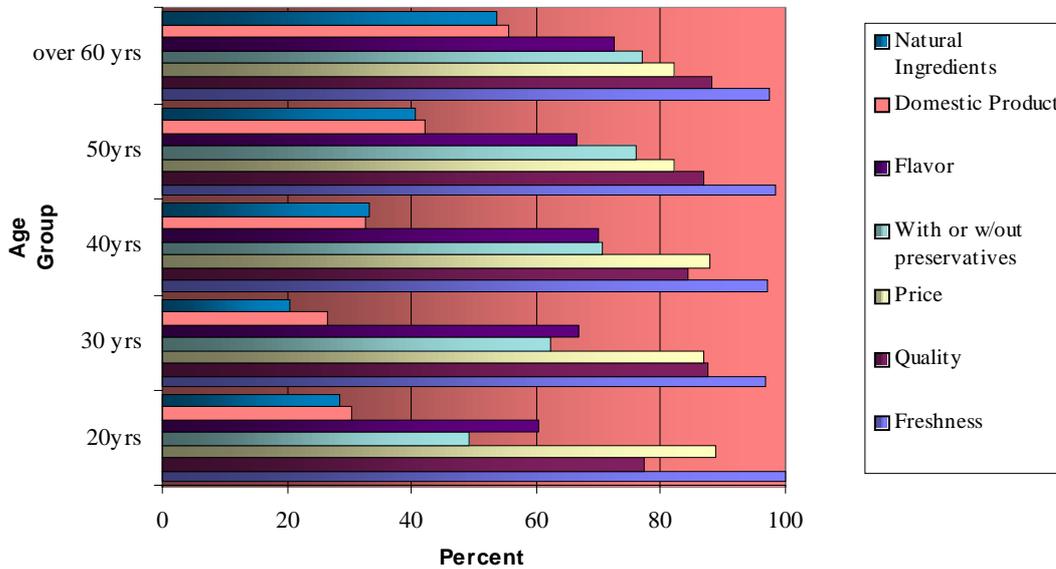
When considering fish product purchases, freshness, quality, and price were the primary factors (at 97.5%, 86.1%, and 85.2% on average) considered. Taste was also an important factor for 68.4% of respondents. Housewives over the age of 50, considered the maker and nutritional value of the product more seriously than other groups. In fact, only 12.2% on average considered the maker before purchasing products. Japanese consumers tend to pay close attention to packaging when purchasing a product. However, in the case of fish, only 1.9% of respondents' purchases are influenced by packaging/design of fish products. The following chart is a summary of the main factors which will influence the Japanese consumers purchase decision.\*

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<sup>5</sup>**Consumer Preference Section, Food Distribution Dept.**  
Ministry of Agriculture, Forestry and Marine Products, Nov 1995.

*\*The results of this survey can be found in Appendix C.*

**GRAPH 5**  
Reason For Purchase Decision



**2.4.1 Nutritional Value**

Japanese are well-known for their longevity. Traditionally their diets are primarily composed of fish, which is seen as a very healthy food versus meat. There is a general awareness of the fact that fish contains two very important acids known as EPA (eicosapentaenoic acid) and DHA (docosahexaenoic acid). It is generally believed that consumption of these two acids helps prevent high blood pressure, cancer, and improves the activity of brain cells.

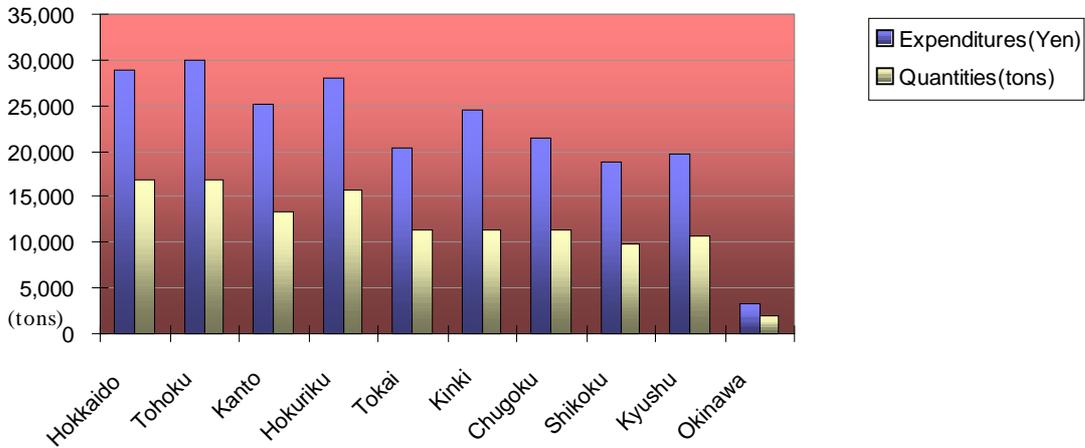
**2.5 Consumption by Region & Expenditure Trends\***

The chart outlined below indicates that *Hokkaido, Tohoku* and *Hokuriku* regions in Japan are the largest consumers of dried fish in both terms of volume and yen.

While these areas are equal in terms of consumption/household, Tohoku is the leader in terms of yen sales, indicating that products command higher prices in the Tohoku region. Moreover, though Kanto, Tokai, Kinki, Chugoku, Shikoku and Kyushu consume smaller volumes of product, they still maintain healthy consumption levels of 10,000 plus tons/annum.

*\*A map and general statistical information about Japan is included in Appendix A.*

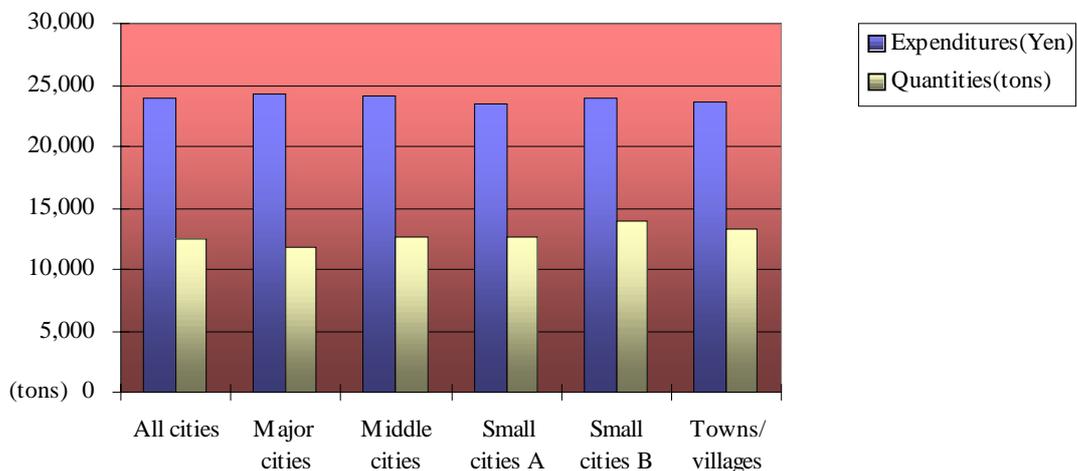
**GRAPH 6**  
**Annual Dried & Salted Fish Consumption & Expenditure (Tonnes by Region / Yen per Household)**



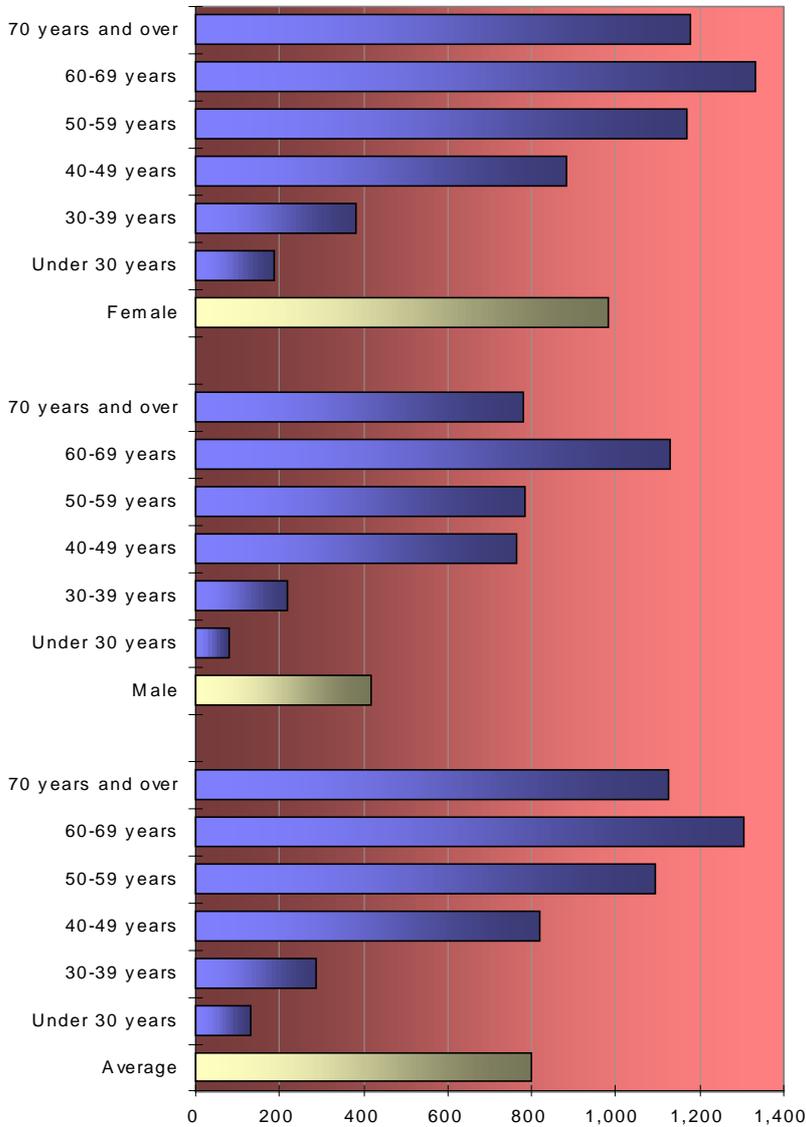
The top three prefectures which consume salted and dried fish products are *Aomori*, *Akita* and *Niigata*. Consumption of dried fish products is higher in the north versus the south. The lowest area of consumption is *Okinanawa*, the southernmost region of Japan.

According to the Statistics Bureau, expenditures on dried fish is slightly higher in major cities and middle-sized cities versus smaller towns and localities; however, consumption is less. Consumer prices are considered higher in larger cities; but the difference in prices is almost negligible. On average, households in larger and middle-sized cities spend less than 80 yen more per month on dried and salted fish products.

**GRAPH 7**  
**Annual Dried and Salted Fish Consumption & Expenditure (per household by City Size)**



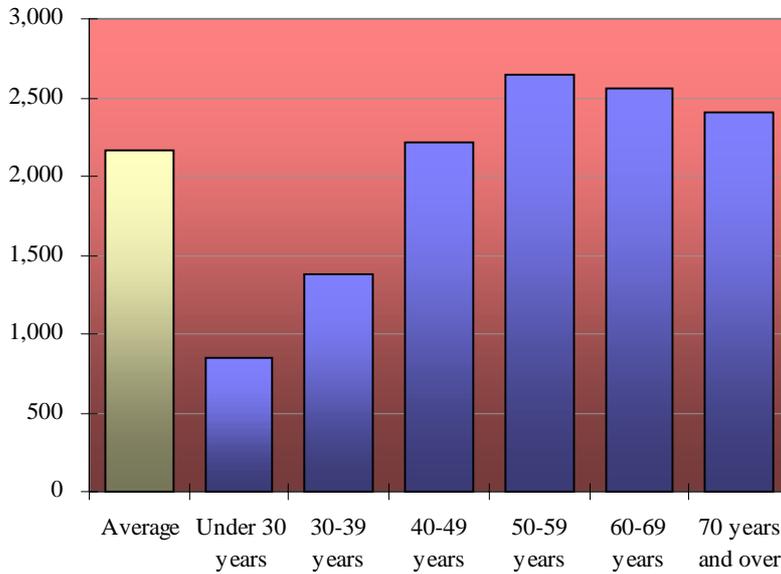
**GRAPH 8**  
**Monthly Dried & Salted Fish Expenditures per**  
**One- Person Household by Gender and Age**



According to the graph detailed above which cites only one-person households, individuals between the ages of 60-69 make the largest purchases of dried fish products amounting to 1,300 yen per month on average. The expenditures of the 50-59 and 70 and older age groups is close to this amount at approximately 1,100 yen per month. Individuals between 40 and 49 follow close behind at an average expenditure of 800 yen which matches the overall average expenditure of 800 yen/month. The under 30 and 30 to 39 age group spends relatively little (approximately 208 yen on average) on dried fish purchases. As a whole, females spend more on purchases of fish products than males.<sup>6</sup>

<sup>6</sup>See Appendix C for more information about consumer preferences by age.

**GRAPH 9**  
**Monthly Expenditure on Salted and Dried Fish per Two-Person Households by Age Group**

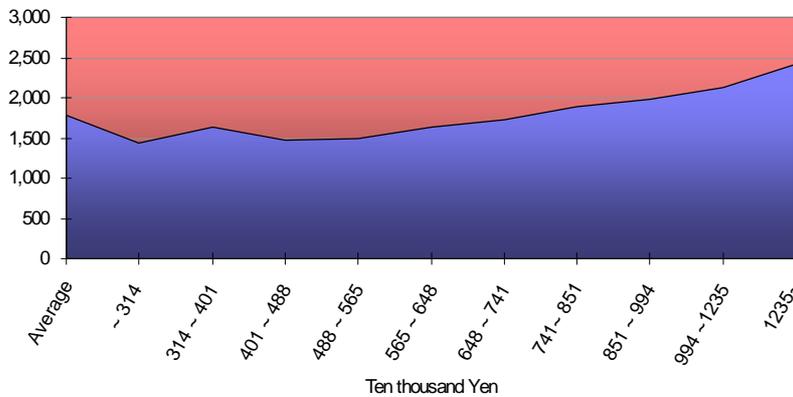


For households with two or more persons, the greatest expenditure per month, at approximately 2,600 yen, is for the age group between 50 and 59 years old.

The 60-69 age category falls close behind at an average monthly expenditure of approximately 2,550 yen. Individuals over 70 years of age spend just under 2,400 yen/month followed by the 40-49 year age group at 2,200 yen/month. Households with individuals between 30-39 spend approximately 1,400 yen/month with households under 30 spending less than 1,000 yen per month on dried fish products. The average monthly expenditure for all groups is approximately 2,100 yen/month.

In both one person and two or more person households, individuals over the age of 40 tend to spend more for dried fish products.

**GRAPH 10**  
**Yearly Average of Monthly Disbursements per Household by Annual Income Quintile Group**



As the above chart indicates, dried fish product expenditures increase with income<sup>7</sup>. Households with annual incomes of 12.4 million yen or more, spend almost 2,500 yen per month on average for salted and dried fish products. Purchases by households with incomes between 4 and 5.65 million yen per annum spend approximately 1,500 yen/month on salted and dried fish products. The income groups between 5.65 million and 12.4 million yen/annum spend between 1,500 yen and 2,000 yen/month on dried fish products. Dried fish expenditures increase with increase in income.

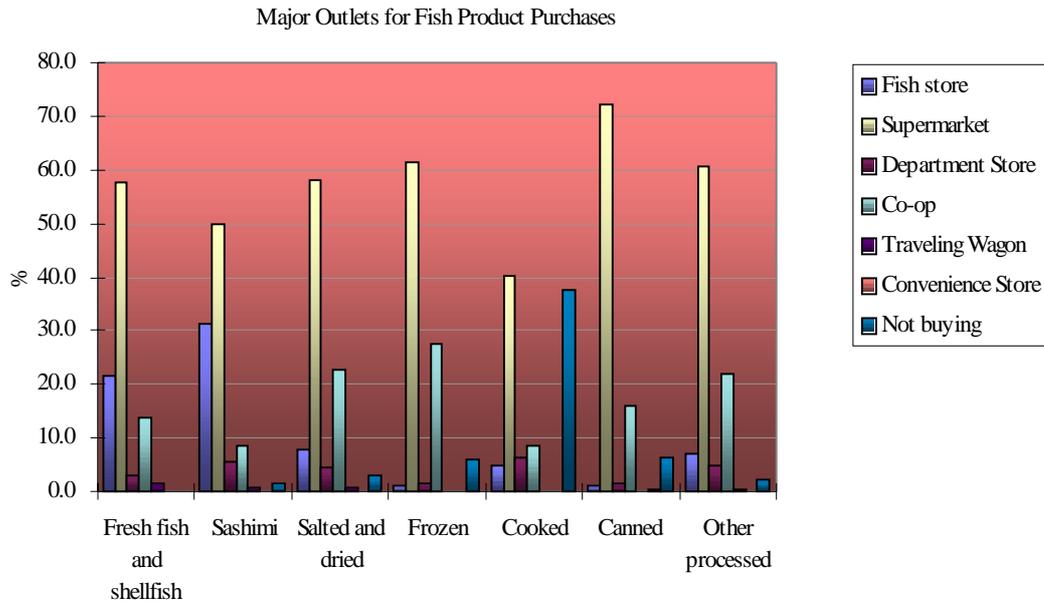
Households with 3.14 million yen in annual income and less spend the lowest amount on dried fish products, at approximately 1,400 yen/month. However, this expenditure peaks again at the 3.14 to 4 million yen per annum income level at approximately 1,600 yen/month.

On average, households in Japan spend 1,800 yen/month on dried fish products purchases.

<sup>7</sup> *Kakei Chosa Nenpoo Heisei 8 Nen* (Annual report on the Family Income and Expenditure Survey 1996), Statistics Bureau, Management and Coordination Agency, Government of Japan.

2.6 Place of Purchase<sup>8</sup>

The majority of persons (58.2%) purchase fish products from the supermarket, this is followed by the co-operative markets (22.8%). While fresh fish is usually purchased from a store which specializes in selling only fish, it is uncommon for dried or salted fish to be sold at fish stores.



Since salmon jerky is relatively new to the Japan market, its availability is limited. A variety of dried fish products are sold in Convenience stores (CVSs) as snacks to be enjoyed with beer. Only two salmon jerky brands could be found in Tokyo CVSs. In towns or areas know for their fishing industry, such as Hokkaido and Kanagawa, dried fish products were being sold with particular emphasis on targeting the tourist to the area. Only a small number of salmon jerky products could be found in Hokkaido.<sup>9</sup>

<sup>8</sup> *Heisei 6 Nen Zenkoku Shoji Jitai Choosa Hookoku* (1994 National Survey of Family Income and Expenditure), Statistics Bureau, Management and Coordination Agency, Government of Japan.

<sup>9</sup> See Appendix H for photos of dried salmon products

# ***Traditional Recipes and Preparation***

## **Section 3**

### 3. Traditional Recipes and Preparation

Dried fish products are essential ingredients to numerous traditional Japanese dishes. Moreover, dried fish products are easy to prepare.

Minimal grilling or toasting is needed in preparing a dish using dried fish products as the main course. In Japan, salted and dried mackerel is an extremely popular breakfast dish in Japan. While many younger households have moved to eating breads for breakfast, traditional recipes which include salted and dried fish products remain popular. Moreover, most traditional Japanese hotels serve salted and dried mackerel as the main breakfast dish accompanied by rice, raw eggs, *miso* soup and marinated vegetables. The taste of dried fish products is compatible with other Japanese cuisine.<sup>10</sup>

Three acids essential to preserving the taste of marine products when they are cooked include inosinic acid, found in fish meat, succinic acid found in shellfish, and glutamic acid, found in kelp. Inosinic acid is primarily found in dried skipjack, dried mackerel, and dried tuna. Many Japanese use *Dashinomoto*, a seasoning made from inosinic acid. Another popular seasoning, *Ajinomoto*, is made from glutamic acid.

Furthermore, *Katsuo-Bushi*, which is mentioned in Appendix A is used in most soup stocks in Japan. Several decades ago, Japanese housewives purchased hard dried blocks of *katsuo*. The necessary portion was shaved for each meal. Today, modern conveniences have allowed for further processing of *katsuo*. Packages of thin *katsuo* shavings as well as *katsuo* powder is readily available at all supermarkets.

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<sup>10</sup>See Appendix D for a list of traditional recipes using dried fish products.

# ***Distribution***

## **Section 4**

## 4. Distribution

### 4.1 Rationalization and Restructuring of the Distribution System

The impact of a series of trends and events over the past ten years including the post “bubble” recessionary economy, new value-conscious consumers, changing shopping patterns, excess capacity in many parts of the manufacturing sector, falling prices and market deregulation allowing both greater access for foreign goods and the growth of discount retailers has given rise to major rationalization and restructuring along the entire food industry value chain. In many cases power is shifting from manufactures to retailers. The notoriously complex, expensive and inefficient distribution system is being streamlined, even marginalized, as retailers source products directly from manufacturers, including overseas manufactures.

Major effects of this industry restructuring include:

- Increased concentration of retailers (top 200 retailers now account for 25% of all retail sales)
- Growth of new retail formats, especially discounters and convenience stores and decline of small stores and department stores.
- Emergence of retailer private label value brands, often sourced overseas or through alliances with manufacturers effectively eliminating intermediaries.
- Growth of non-store retailing, e.g. vending machines, co-operatives, direct marketing, home delivery etc.
- New source of competitive advantage: delivering both quality and value; use of IT to monitor products and achieve efficiencies; new purchasing practices (eg. No returns)
- New scope of competition - discounters competing with department stores; retailers backward integrating into distribution aided by new information technology, marginalized wholesalers integrating both horizontally (merging with other wholesalers) and vertically.

According to Masae Kasahara of the Japan Chain Store Association, “one of the biggest influences on pricing has been the rationalization that has been taking place at every level of the distribution system, including better stock control, sharing of information, reduction of waste and especially through internationalization helped by increasing consumer acceptance of merchandise.”<sup>11</sup>

“Companies have been locating supplies from the best source. Until now, Japanese consumers preferred items that were made in Japan, but they are no longer so particular if the product is good and the price is cheap. This is especially the case with private brands which are available from anything between 30-50 percent less than national brands.”<sup>12</sup>

## 4.2 Retailers

An increase in price competition and relaxation of laws restricting large scale retail stores has provided the impetus for major restructuring and rationalization of the Japanese distribution system. In 1988 small retailers represented 80% of outlets and 28% of sales; retailers with up to 30 employees represented 18% of outlets and 43% of sales and large retailers only 1.2% of outlets and 29% of sales.

By 1993, small retailers represented only 65% of all retail outlets and accounted for only 18% of industry sales. Discount stores and convenience stores are enjoying the highest growth, with discount store sales of US\$ billion in 1993 and growth of 10% in 1992/93

The following chart illustrates the top 10 earners among convenience stores and mini-supermarkets in FY1995.\*

Rank	Company Name	Head Office	Sales (¥million)	Change from 1994
1	Seven-Eleven Japan Co., Ltd	Tokyo	1,477,126	6.1%
2	Daiei Convenience Systems Inc	Osaka	885,400	7.8%
3	Familymart Co., LTd.	Tokyo	543,018	11.7%
4	Sun Shop Yamazaki Co., Ltd.	Chiba	293,940	2.5%
5	Circle K Japan Co., Ltd.	Aichi	293,940	14.3%
6	Sunks & Associates	Tokyo	214,453	15.4%
7	Mini Stop	Tokyo	106,578	13.4%
8	Kasumi Convenience Networks	Ibaraki	94,082	4.9%
9	Seiko Mart	Hokkaido	91,611	9.9%
10	Kokubu & Co	Tokyo	90,000	2.3%

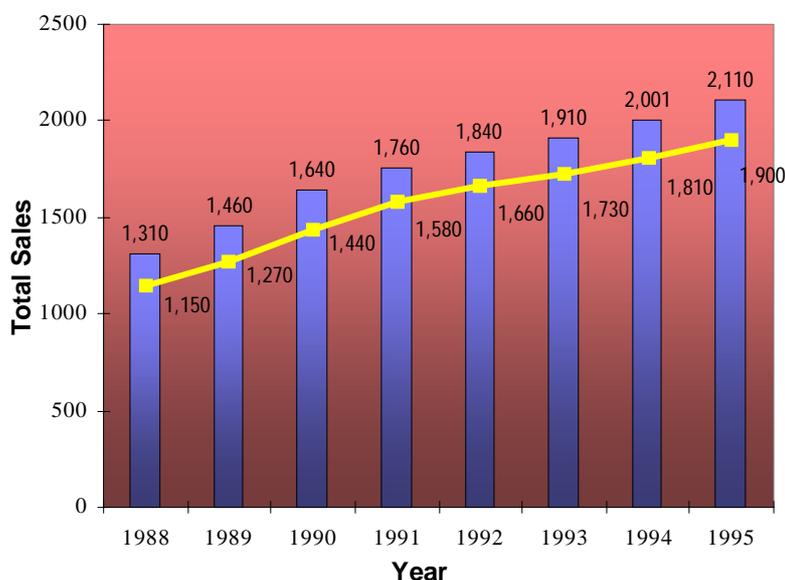
<sup>11</sup>Cited by Jonathon Lloyd Owen in “Price Structure in Japan”, **Japan Marketing Data 1997-1998**, Media Info., 1997

<sup>12</sup>IBID (Interview with Mr Masae Kasahara of the Japan Chain Store Association)

\* See Appendix A for a list of Japan's Top 100 Retailers

### 4.2.1 Direct Marketing

#### Changes in Sales of Mail-Order Firms\*



In recent years Japan has experienced a dramatic rise in the use of mail-order purchasing. Most of Japan's leading fish producing companies also offer a mail order service. Many of the products are only sold in the region they are processed and if a consumer wishes to purchase a particular fish product they must order through the company's catalog. The increase has also been fueled by the influx of foreign companies in specific sectors such as fashion, outdoors and clothing and products for children.

### 4.3 Wholesalers

#### 4.3.1 Specialized Trading Companies

There are approximately 8,000 specialized trading firms (Senmon Shosha), including foreign trading firms, some of which specialize in food.

Although the nine biggest general trading firms (Sogo Shosha) control about 65% of all Japanese import business, commodity imports such as petrochemicals account for between 67 and 85% of their business.

Small traders may be more flexible and have specialized marketing, distribution and after sales service skills which make them effective partners.

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\*Source: Japan Direct Marketing Association.

Current industry restructuring and price pressures are squeezing the margins of wholesalers resulting in major rationalization and restructuring of this sector. In 1988 there were over 4,000 wholesalers 46% of which employed fewer than five people and accounted for 5 % of sales. Another 47% employed up to 30 people and accounted for 37% of sales with the remaining larger firms accounting for over half of all wholesale sales.

There are at least 20 food wholesalers with annual sales in excess of US\$1billion. Wholesalers play (and will continue to) an important information gathering and diffusion role. Investment in the latest information technology by some wholesalers suggests that they see their role in the future largely as information brokers.

“Industry **restructuring** and price pressures are squeezing the **margins** of wholesalers resulting in **major rationalization** and **restructuring** of this sector”

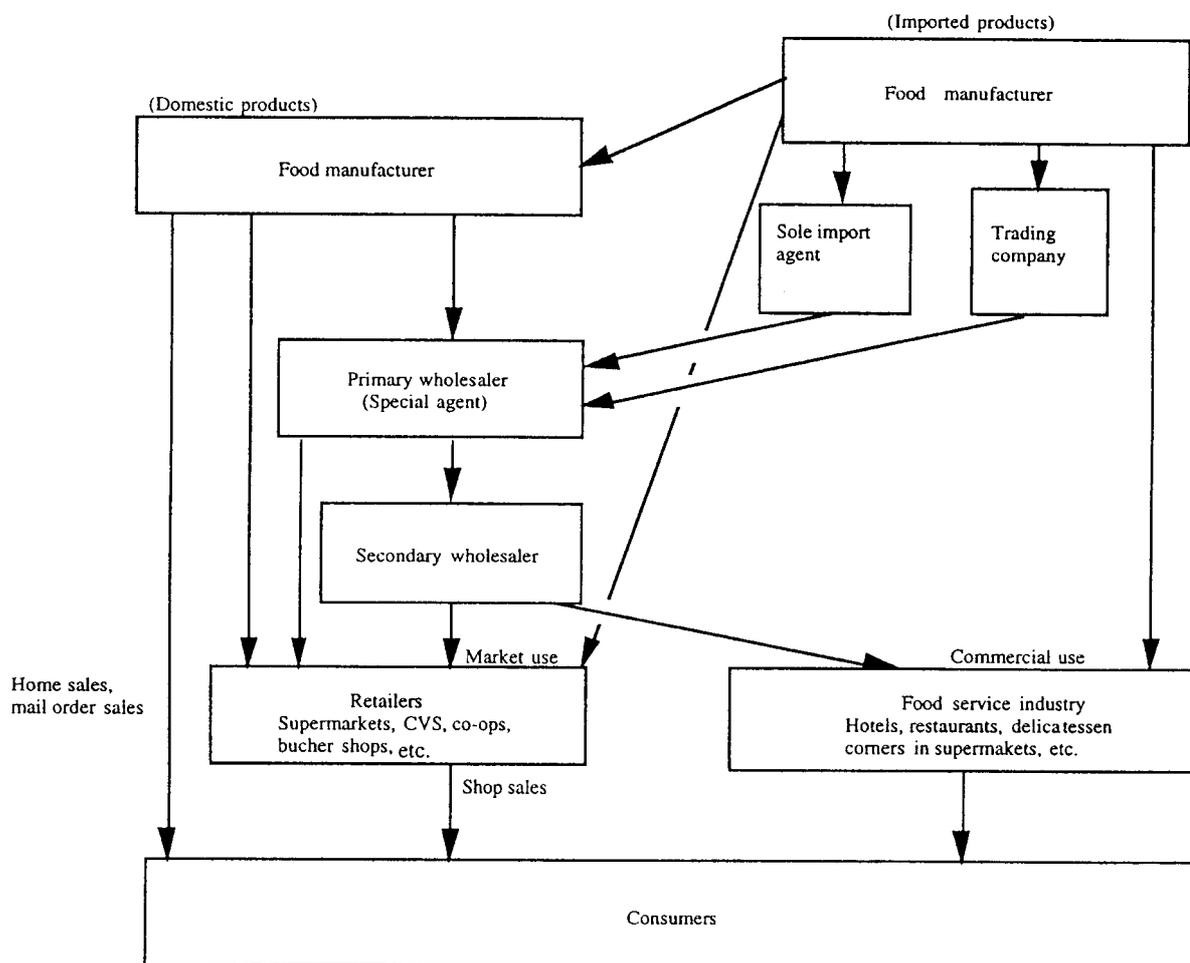
### 4.3.2 Wholesaler Affiliations

There are essentially four types of wholesaler networks which have emerged as a result of the changes which are occurring in the wholesaler system:

1. National wholesalers aligned with big trading companies e.g. Ryoshoku
2. Small local wholesalers affiliated with larger national wholesalers such as Kokubu, in order to capture economies of scale and leverage shared resources.
3. Manufacture led wholesale/distribution networks - eg. Yakult with its own sales and distribution (including 58,000 door to door sales ladies). Yakult’s distribution networks often carry other manufacturer’s products also.
4. Retailer led wholesaler / distribution groups - e.g. Tokyu Department store has established Tokyu Foods.

Establishing strong channel alliances with the best partner for the product is essential in order to gain market ‘push’ and efficient distribution to your target market.

4.4 Typical Distribution Route of Fish Products in Japan<sup>13</sup>



Note 1: Major retailers, restaurants and wholesalers import their own raw materials and semifinished products.

Note 2: Ham, sausages, etc. are in many cases delivered to the retailers directly by the manufacturer or a subsidiary of the manufacturer.

Source: Mitsubishi Research Institute

<sup>13</sup> *Heisei 5 Nen Suisanbutsu Ryuutsuu Tookei Nenpoo*  
 Department of Agriculture and Fisheries Statistics Office and Interviews

# ***Production Process***

## **Section 5**

## 5. Production Process

### 5.1 Recent Trends

Over the past few years, manufacturers have begun utilizing a number of pre-processing methods prior to the main drying process stage, in order to improve the taste and texture of dried fish. In response to new consumer demand for half-dried moist fish products, there has been a growing trend for some dried foods to use technically advanced air tight packaging which helps to maintain the quality and softness of the product.

*In response to new consumer demand for half-dried moist fish products, there has been a growing trend for some dried foods to use technically advanced air tight packaging which helps to maintain the quality and softness of the product.*

### 5.2 Main Production Methods

There are five main types of dried marine products. These can be classified according to their processing method;

- (1) *Suboshi bin* : By dehydration only
- (2) *Niboshi bin* : By drying after boiling
- (3) *Toukan bin* : By repeated freezing, thawing and then drying
- (4) *Enkan bin* : By drying after salting
- (5) *Choumi kansei bin* : By drying after seasoning

## 5.2.1 Production Method Description

### 5.2.1.1 Suboshihin

Here the edges of the fish are trimmed, shaped up, washed in fresh water and then dried. Two methods of drying are employed in this process. In one, fish are dried under natural weather conditions in the presence of sunlight or in the shade. The other process relies on machine drying. While natural drying is less costly, the weather is unpredictable leading to an unstable production process. Machine drying, while more costly, ensures steady production levels.

Due to a fall in the consumption of dried herring, total production under this method has declined.

Typical dried products: herring (*migaki-nishin*), squid (*surume*), cod (*bidara*), shrimp (*suboshi-sakuraebi*), scallop (*hotate-gai*), sardine (*tazukuri*)

### 5.2.1.2 Niboshihin

*Niboshihin* are produced by boiling fish in fresh or salt water followed by drying. The boiling process reduces the time required to dry the product and helps to maintain the freshness of the product during the drying stage. Production has been steady for years.

Typical dried products : sardines (*niboshi*), young sardines (*shirasu*), small shrimp (*boshi-sakuraebi*), scallops (*hotate-gai*)

### 5.2.1.3 Toukanhin

In this very natural process, fish are left outdoors during the colder months to freeze throughout the night. During the day, these fish are left to thaw out in the sunlight. This process is repeated over and over until the products have dried thoroughly.

Typical dried product : pollack (*mentai* from Hokkaido)

### 5.2.1.4 Enkanhin

After soaking the fish in salt water for hours, the fish are then dried either naturally or by machine. At present, consumers prefer softer (half-dried) less salty *enkanhin*.

Typical products : Sardines (round style: uncut, original shape of fish), horse mackerel (butterfly fillet style), mackerel (butterfly fillet), sole (round style), shark fin, dried herring roe.

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\*For related recipes refer Appendix D.

<sup>14</sup> **Himono Zukuri**  
**Asameshimae** (Making Dried Fish is an Easy Job) by Shizuo Shimada, Soshinsha, Tokyo, 1996

### 5.2.1.5 *Chouminkanseihin\**

This flavored and dried product is categorized by its method of preparation. Mirinboshi, fish dipped in “Mirin” (Japanese liquor), and then dried is very common. Mirin and soy source are often used in the Choumikanseihin process as an effective means of removing the “fishy smell”.<sup>14</sup>

## 5.3 Ability to Meet Market Trends: Microbes and Oxidation

At a moisture content of less than 20%, most microbes and other bacteria found in fish cease existence, extending the life-span of fish products. Most fully dried fish products have a moisture content of 20% or less. The ability to produce half-dried fish products, which the market is currently demanding, with a long shelf-life is proving to be a challenge. Japanese consumers are extremely sensitive to changes in product smell and color which result more quickly in half-dried products versus dried products.

In particular, ammonia and trimethylamine result as microbes form in fish products. The presence of ammonia and trimethylamine can be detected from a displeasing odor it produces.

Histamine which forms in sardines and mackerel as result of microbes causes the fish product to have a bitter taste.

As the unsaturated fatty acids, which exist in larger quantities in half-dried products, are exposed to oxygen over long periods, they are transformed into hydroperoxide. Through further oxygen exposure, aldehydes, ketones, hydrocarbons, alcohol, and other organic acids form in the fish causing yellowing of the product and displeasing odors as well. Such pigments including astaxanthin (which gives salmon its pink color), carotenoid (which gives shrimp its pink color), lutein (which gives a number of fish their yellow color) etc. are effected by the presence of oxygen, causing the discoloration mentioned above.

New techniques are constantly being researched in order to provide the consumer with soft half-dried products with a long shelf-life.

***Salmon Jerky and  
Dried Fish for Human  
Consumption***  
**Section 6**

## 6. Salmon Jerky and Dried Fish for Human Consumption

### 6.1 Background

The closest competitor to salmon jerky has been defined as beef jerky. The reasons for this is that salmon jerky would be consumed on the same occasions as when beef jerky is likely to be consumed, and it will appeal to the same target market. For this reason section 6.2 will briefly review the characteristics of popular beef jerky products. An understanding of the type of packaging and beef jerky that appeals to the Japanese consumer may assist with the development of a suitable salmon jerky for the Japan market. Tengu has recently signed a contract with Suzusho Co., their Japan importer for their beef jerky products, to sell Alaskan Salmon Jerky through catalogs distributed by travel agencies to persons traveling to Alaska.\*

Traditionally Japanese dried salmon products tend to be much softer than “salmon jerky”. While there are a few salmon jerky products sold in Japan, they are not readily available and the market is still in its earliest stages. Usually the product will be purchased as a souvenir from Hokkaido and it is not packaged as a *otsunami* (snack) for consuming with beer. Most dried fish is also consumed as a *otsunami* and is generally quite soft. For this reason the shelf life is usually up to 120 days and it is often delivered frozen.

## 6.2 Beef Jerky - Market Overview

The beef jerky market has expanded in recent years largely as a result of import liberalization in 1989 and also due to its popularity as a souvenir for the increasing numbers of travelers to the USA or Australia.

U.S. products tend to be imported in small portion packs suited to the retail market and occupy an overwhelming share of the market. Amongst supplier countries the US has a market share of 51%, followed by Australia with 17%.<sup>15</sup>

### 6.2.1 Characteristics of a Best Seller

- a) **Type and variety** U.S. brand product with an overwhelming reputation constitutes approximately 50% of the retail market. Soft-textured meat cut into 3 cm widths are favored.
- b) **Taste, quality and meat-type** There are two varieties of flavor, a spicy variety and a soy-sauce based variety. Mainly a good quality steak is used while low-fat meat such as round steak is not so common.
- c) **Container, set and label design** Mainly clear, vinyl bags with high humidity resistance are used. There are also KOP bags which prevent oxygen depletion and are highly effective in the preservation of quality. Six-bag gift boxes are popular as foreign souvenirs.
- d) **Buying frequency and lot** One to two units per purchase are usual
- e) **Other factors** Price reductions due to rises in the yen; flavors suited to Japanese consumers

### 6.2.2 Manufacturing

In brief, dried beef in Japan is produced in factories as opposed to being dried naturally. It is usually from beef shoulder that is first pickled, then dried and finally freeze smoked with drying alone taking 40-60 days.<sup>16</sup>

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<sup>15</sup>**Your Market In Japan, Meat Products.** No.91, March 1996, p11, JETRO

<sup>16</sup>IBID, p6

### 6.2.3 Pricing of Beef Jerky

Pricing varies according to the type of store, however the majority of products sell for around ¥200-300 for 20 to 30 grams. In specialty stores the retail price can be as high as ¥1,500-¥2,000 for 100 grams.

According to a JETRO survey, the mean price range:

60g: ¥400-¥750 yen, 113g: ¥950-¥1,300

The main price range is approximately ¥1,000 per 113g at department and speciality stores. Supermarkets are ¥298-¥398 per 36-60g. Souvenirs and gifts will usually sell for a higher price, ¥7,000-8,000 per six 100g bags.

### 6.2.4 Purchasers

Gender: Male : 60%  
 Female: 40%

Age: 20s : 17%  
 30s : 29%  
 40s : 33%  
 50 or over: 21%

Occupation: Office worker : 40%  
 Housewives : 20%  
 Student: 20%  
 Women(office workers): 13%  
 Self-employed (executive): 7%

### 6.2.5 Leading Beef Jerky Brands

Manufactured in the US, Tengu is considered the most popular brand with a variety of flavors which have been developed to suit the Japan market -original, hot peppered, stripped cut, and chips. The most popular product is spicy and salty and is sold in a size that can be consumed in one eating. The main purchasers are 20-40 year-old male workers and students. The top Tengu product retails for ¥750 per 56g.

Other popular brands:

Pioneer Brand - ¥10,400 per 8 x 112g bags

Wintulicks (Australia) - ¥5,500 per 15 x 25 g bags

Totem Beef Jerky (Canada) - ¥ 8,400 per 6 x 100g bags

Teriyaki Beef Jerky - domestic brand (Argentina) - ¥398 per 60g

According to a JETRO survey, packages with a strong image of the country of origin are favored.

### 6.3 Consumer Preferences

Interviews with manufacturers and retailers indicated that there is a preference for dried fish that is soft. Salmon or fish jerky is relatively unheard of in Japan, but given the huge success of beef jerky and the popularity of fish in Japan there would appear to be many opportunities for the maturation of this market. All current salmon jerky products available in CVS and sold as snacks appear to be flavored; spicy, with cheese, fried and with mayonnaise.

### 6.4 Packaging & Prices

All jerky and fish products are packaged in plastic airtight bags. The labels tend to be relatively plain so the consumer will feel they are paying for contents as opposed to the packaging. The label will usually have information about the product's origin and often advertise that the product is soft or contains no artificial additives. Unlike in the case of the pet food market, no dried salmon or fish products could be found clearly advertising the nutritious value of the product.

The size of products ranges from 30g to 500g. Products sold specifically targeting consumers who are purchasing it as a snack tend to be smaller since it is expected that it will be consumed after being opened. Prices for 50g to 80g vary between 280 yen-350 yen. The larger sizes are usually sold in the coastal cities and taken home as souvenirs to be shared with the family and consumed over a period of time with a meal.\* A 500 gram pack will usually retail for approximately 1,000 yen with a few products retailing at 1,500 yen.

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\*Photos of dried fish products are included in Appendix H.

## 6.5 Dried Fish Products

### 6.5.1 Interview with a Mitsukoshi Buyer

As mentioned previously, *Mitsukoshi* is the largest department store in Japan, and a member of the *Mitsui* group of companies. *Mitsukoshi* prides itself on the quality of its products, and commands the highest retail prices amongst department stores as a result. According to one buyer for *Mitsukoshi*, in order to effectively dry whole fish, including the inside, some presence of water is necessary. For this reason, regions famous for dried fish production tend to have humid climates. For example, *Toyama* prefecture is well-known for its dried fish, due to its humid climate. Fish can be effectively dried in this region, and the color change will be minimal compared to that of other production areas.

### 6.5.2 Factors Influencing the Decision to Purchase

- The freshness is important; the surface of low quality dried fish products tends to be flat and plain. Products considered better quality will have an uneven surface which is not smooth.
- Of late, a notable trend has been a preference for dried products which still retain their softness (half-dried products).
- Japanese dried fish is usually only mildly dried and frozen. The only exception to this amongst *Mitsukoshi's* dried fish products is flatfish (*makogarei*), which is dried thoroughly.
- The weight of fish products is also important. To avoid a reduction in weight during the fish drying process, a special technique similar to the production of ham is required. The success of a dried fish product will be influenced by the manufacturer's ability to produce a product with minimal fish weight loss.
- The name of the product is also important for marketing. Technical wording or naming should be avoided. Simple and "well-known" words, which enable the consumer to easily identify the type and quality of the product are recommended. Names which allow shoppers to identify

with the product itself, its taste or special production process are most effective. For example the product name “*Kanpuu Boshi Hirame*” means flat fish dried in cold air or wind in mid-winter. This name allows the consumer to immediately and easily identify the product.

## 6.6 Competitors

The main competitors of salmon jerky and dried fish are Japanese domestic manufacturers who have successfully developed a large variety of dried fish products to suit the Japanese market. The following companies are leading dried fish manufacturers:

### **Sun Shokuhin Kabushiki Kaisha\***

Sapporo (Hokkaido)  
 Phone: 011-6427891  
 Fax: 011-612-1014  
 President : Mr Katsuji Gondaira

### **Hokuchin Kabushiki Kaisha\***

4-56 Minato, Kanazawa-shi, Ishikawa-ken 920-02  
 Phone: 0762-37-6000  
 Fax: 0762-38-1004  
 Contact: Toshiyuki Itono

### **Marudai Sato Suisan Corporation\***

6-3-20, 3-jo, 24-ken, Nishi-ku, Sapporo-shi, Hokkaido 063  
 Phone: 011-621-6111  
 Fax: 011-642-9274  
 Contact: Mr. Kihara  
 Processor/wholesaler of smoked fish, salmon ham, salmon jerky

### **Nichirei Corporation**

Nichirei Higashi Bldg., 6-19-20 Tsukiji Chuo-Ku, Tokyo 104  
 Phone: 03-3248-2235  
 Fax: 03-3248-2159  
 Manufacturer of dried and smoked fish

### **Goshoku Company Ltd**

1-1-1 Nakanoshima, Hyogo-Ku Kobe 652 Kobe  
 Exporter and importer of dried abalone, dried and frozen fish

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\* *Factories were visited November, 1997. Refer to Appendix H for photos of dried salmon products, taken on site.*

***Salmon Jerky For  
The Pet Food Market***  
**Section 7**

## 7. Salmon Jerky for Pet Food Market

### 7.1 Background

In Japan, ordinary households keeping pets is something of a new phenomenon. Until thirty years ago, animals were kept primarily for their utilitarian value. Owning a pet for pleasure was reserved exclusively for the wealthy. Today, there are 44,830,961 households in Japan and one in every three owns a pet. Of these, majority of owners regard their pets as “family members”. It seems the days of pets having “mere animal” status have gone.

The increasing number of pets in households, and the turnaround in position pets occupy in Japanese life - can be attributed to the country’s economic development, changes in cultural attitudes, and increased openness to Western ways of life.

Periods of high industrialization leading up to the economic Bubble Era brought with it an increase in housing estates boasting larger, more livable homes. Younger married couples are living more and more as nuclear families, and the nation’s birthrate has dropped to one of the lowest in the world. More and more women are entering the workforce, adding to their family’s disposable income. It is these factors which have led to the so-called “pet boom” of the 1990’s.

### 7.2 Market Overview

#### 7.2.1 Size and Value

A source from the Japan External Trade Organization quoted the Japanese pet market as being “huge”. It is estimated that totally the market worth over ¥400 billion, pet food accounting for about ¥165 billion.



*Growing steadily year by year, consensus has it that the market is still in its infancy.*

### 7.3 Number and Breeds of Dogs

Considering all canines both registered and unregistered, there is an estimated total of 9 million dogs in Japan. In a recent given period, the most commonly registered dog was the Shih Tzu. The demand for small, pure-blood types is strong, owing to the fact that pet owners have to keep their dogs indoors in urban areas, and that small dogs are popular among ladies.

Pure-Breed Dogs Most Purchased in Japan (4/96-3/97)

	<u>Breed</u>	<u>Size</u>	<u>No. registered</u>
1.	Shih Tzu	Small 5-8kg	54280
2.	Golden Retriever	Large 20+	51576
3.	Miniature Dachshund	Supersmall <5kg	36907
4.	Yorkshire Terrier	Supersmall	25994
5.	Pomeranian	Supersmall	23110
6.	Maltese	Supersmall	21502
7.	Labrador Retriever	Large	20814
8.	Shetland Sheepdog	Medium 8-12kg	16133
9.	Chihuahua	Supersmall	15332
10.	Beagle	Medium	14497

Six out of ten of the top ten, pure-bred registered dogs are of small or super-small size.

### 7.4 Consumer preferences

Japanese consumers tend to be fussy about details, and shop with the same high standard in mind for their pets, as they would shop for themselves. They are very concerned about the health and appearance of their pets. Consequently, health aspects of a product have an extremely strong influence in the decision making process for pet foods. Japanese pet owners are particularly fussy about levels of salt, additives, fat and artificial colors. Most of the products on the present market meet these consumer demands. Much information regarding healthiness is nearly always clearly stated on the front of a package.

Secondly, Japanese consumers are demanding value for money. Despite small housing and little use of cars in city areas, bulk pack snackfoods are winning popularity.

## 7.5 Packaging

All jerky and fish products are packaged in plastic airtight bags. Advertising is very colorful with drawings or photos of animals on the front. Typically, much written information is also on the packet regarding the type, texture, flavor or nutritional value of the product. In most cases an analytical breakdown of the ingredients is given, as well as recommendations as to how much to feed your animal, depending on its size. Facts about the amount of salt, fat and additives are also commonly given. Package weights vary but 100-200g packs are quite prevalent. Value for money 500g bulk packs also exist.

## 7.6 Competitor Analysis\*

### 7.6.1 Imported Products

Imports of pet food into Japan in 1993 were valued at \$389.66 million (up 19% from the previous year). The next year, imports rose by 12% to be valued at \$435 million. Most suppliers included the US (accounting for 40% of the 1993 total), Thailand 28% and Australia 24%.

Imports of pet foods continue to increase each year largely due to the fact that domestic manufacturers are shifting more and more to offshore production. Also, an increasing number of supermarkets and other large-scale discounters and distributors have been developing products overseas for import back to Japan and sale under their own label. US manufacturers have been able to establish themselves in the market due to their huge advertising and selling power and it is expected more low-priced products made by foreign affiliated companies will appear on the market in the future.

### 7.6.2 Other Snack Foods

A very wide range of dog snack food was found on examination of shelves in pet stores, salons and supermarkets. The two most dominate snacks were beef jerky and “*sasami*”- a processed dried chicken snack. While the number of makers was extensive, inside the packets most of the product was fundamentally the same. The extensive range of snacks offering small degrees of

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\* Pictures of typical pet-food products are shown in Appendix H.

differentiation spelled an extremely competitive market in which the customer is presented many choices. In these market conditions, it seems manufacturers have begun to seek ways to distinguish their product from others. As a result, some varieties of beef jerky and sasami relating to recipe and texture can be found. Some examples are:

Low calorie beef jerky	Beef and cheese
Italian style beef jerky	Soft or hard jerky
Beef and liver jerky	Strip or Stick jerky
Beef and milk jerky	Steak or Stick sasami
Vitamin beef jerky	Salad and sasami jerky
Beef and vegetable jerky	

Beef and chicken aside, there were also some seafood snacks, but these were fewer in range because they are not so popular. Ultimately, nearly all seafood snacks are made for cats. However, some were found to cater for both dogs and cats, and a few made specially for dogs. Some examples are:

Doggyman “tarabone” dried cod fish bites with bones for dogs only, 150g 700en

Doggyman “tara suteeki” dried cod fish bites without bones for dogs only, 200g 680en

Doggyman mixed fish jerky sticks for dogs only, 30g 270en

Doggyman “sake suteeki” dried salmon bites for dogs, 200g 680en

Doggyman “dosan tara” dried cod fish for dogs and cats 40g 305en

Petio “kawahagi” dried filefish for dogs and cats, 40g 200en



Without mention, there is a vitamin jerky product on the market which contains Omega Oils DHA, EPH found in salmon.

Vita-one “jerky-light”sticks 500g ¥1,100

## 7.7 Manufacturers

Out of the many pet snackfood manufacturers, some have wide product lines giving them a heavier foot in the marketplace. A handful of these have developed reasonably strong brands. Examples are: Doggyman Hayashi, d.b.f., Petio, Lion, Vita-one

The list below contains some cat food makers, brands, contact numbers, prices, and size of each package. Salmon jerky, which is growing in popularity, is currently produced as a cat food snack in Japan.

Type	Company	Product	Size	Price	Contact
Dry Food (Tuna taste, contains DHA)	Nissin Seifun	Lovely Carat	1.5 kg	890 yen	Pet Advisor Room 0120-22-1124
Dry Food (beef, fish, rice)	Nissin Seifun	Run Meal	3 kg	890 yen	Pet Advisor Room 0120-22-1124
Dry Food (tuna, horse mackerel, dried)	Master Foods	Kal Kan (made in Australia)	1.5 kg	780 yen	Advisor Room 044-712-1333
Dry Food (bonito, white fish, prawn, seaweed)	AGF(Ajinomoto General Foods)	Gaines Catty	1.5 kg	698 yen	AGF 03-5462-0390
Dry Food		Friskies(made in Australia)	1.5 kg	598 yen	
Dry Food(dried bonito, fish meal)	Inaba Shokuhin	Ciao	375 g	398 yen	Inaba Shokuhin 0120-17-8390
Canned	Nissin Seifun	Carat (made in Thailand)			
Canned (seafood and salmon)	Smile Co.	S Ribbon (made in Japan)	190 g	118 yen	Smile Co. 0120-21-5225
Snack (cod from Japan's north sea)	Smile Co.	S RibbonHokkai Tara	50 g	330 yen	
Snack (file fish)	Yamahisa Pet	Rikuchu Kawahagi	40 g	230 yen	06-311-1031
Snack (niboshi)	Smile Co	S Ribbon	300 g	580 yen	
Snack (walleye pollack from Alaska/Russian and then processed in Korea b/c volume)	Goshoku	Hime Tara	200 g	498 yen	Don Xihote 03-3542-5712 03-3546-9095 Mr. Fujita
Snack(baby filefish)	Goshoku	Kawahagi	200 g	398 yen	
Snack (dragon head)	Goshoku	Tenagasuitengu	150 g	398 yen	
Snack(tuna)	Maruha Pet Food	Fish especially Tuna	150 g	158 yen	Maruha Pet Food 03-3457-7810
Snack/Jerky (bonito jerky)	Catty Man	Bonito Jerky		100 yen	Catty Man 0729-97-8501
Snack/Jerky	Yeaster	Salmon Jerky			Yeaster Salmon Jerky 03-3474-0151
Snack/Jerky	Yeaster	Red Salmon Jerky		98 yen	Yeaster Salmon Jerky 03-3474-0151
Snack (for dogs and cats). Niboshi	Pegasus Corp.	Niboshi	500 g	498 yen	Pegasus Corp. 0458-27-1822

# ***Product Strategy***

## **Section 8**

## 8. Product Strategy

It is recommended that Alaskan manufacturers planning to enter the Japan market emphasize the country of origin. Marketing and advertising strategies should take into consideration the Japanese consumer's image of Alaska (Appendix B) which should be further explored. Initial product development should use Japanese products as a sample of what the Japanese consumer is inclined to purchase and the trend towards purchasing fish products which contain DHA & EPA and low fat. A competitive price will be an important factor in the consumer's decision to purchase the product both in the long and short term. While an original label with a design that allows the consumer to identify with the product's Alaskan origin will be a useful sales tool, it is important that the quality, flavor, size of packaging and type of packaging is similar to products already available in the market.

## 8.1 Human Consumption

- Marketing to health conscious market ; hence terminology on packaging needs to be carefully selected, using words which are familiar to the Japanese consumer, such as EPA and DHA - the Japanese consumer is not familiar with the term “omega oils”.
- Packaging and labeling should be similar to that of products that are already acceptable to the consumer. For instance that of beef jerky and other products which are consumed as snack items with beer.
- 25g to 50g packages with thinly sliced and easy to eat pieces is expected to be preferred.
- Pricing must be competitive; the Japanese consumer is value-conscious and if the price is not competitive their will be little incentive for them to purchase a new product.

## 8.2 Pet Food Market

- Marketing to health conscious market ; hence terminology on packaging needs to be carefully selected, using words which are familiar to the Japanese consumer, such as EPA and DHA. It is recommended that the use of the word “oil” or “omega oils” is avoided due to the perception of “oil” as not being healthy for pets.
- No additives is important; the term *Mutenka* (no additives) can be found on most pet food products. In most cases details are stated ie “no artificial color”, “no preservatives”, “no antioxidizing agent”
- The label must have a complete product analysis, including the level of salt which should be low. Low salt levels should be emphasized on the package through advertising.
- Most pet food snacks are weighted at around 200gm; it is important that the consumer perceives the size as representing value for money
- Labeling as a product of foreign (Alaskan) origin product; should have a positive influence on the buyer; ingredients and background must be in Japanese (a sticker label over or next to the English)

# ***Import Regulations***

## **Section 9**

## 9. Import Regulations

Refer to Appendix E for all tariffs and regulations for fish products for human consumption.

Imports of animal flesh for use in pet foods is not subject to requirements of either the Food Sanitation Law or the Animal Feed Safety Law. Processed pet food is not subject to any import regulations.

Salmon Jerky for the pet food market is not subject to any customs duties.

### 9.1 Product Liability Laws

On July 1st, 1994, Japan enacted a product liability law for all manufacturing industries. This law states that manufacturers\* shall be liable for any physical problems such as loss of life, injury or property damage which are evidently the result of the consumption or use of contaminated or defective products. Since the law defines “product” as manufactured or processed movables, it excludes unprocessed agricultural, forestry, fisher and livestock products. Therefore, while refrigerated and frozen fish are not subject to this law yet, generally products that have undergone heating, seasoning, powdering extraction etc. such as cooked and processed fish are. As a result, Japan has strict quality maintenance rules.

Japan is now contemplating adopting the Hazard Analysis and Critical Control Point, known as HACCP, sanitation and quality control maintenance measures. In this quality control program, the product is checked at all points from the raw material to the finished product stage. The EU already adopts this quality control standard for all fishery products. Moreover, in December, 1996, the US adopted these measures for fishery products. World trends indicate that developing countries will also begin to adopt these procedures. While similar quality control checks are mandated under Japan’s food sanitation law, it has yet to implement this standard. Nonetheless, Japan is expected to implement HACCP in the near future.<sup>17</sup>

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\* A “Manufacturer” refers to anyone engaged in the business of the manufacturing, processing or importing the product, anyone who has labeled the product with their own name, trade name trademark or other markings or anyone whose name has been used on the label so they can be mistakenly thought to be the manufacturer.

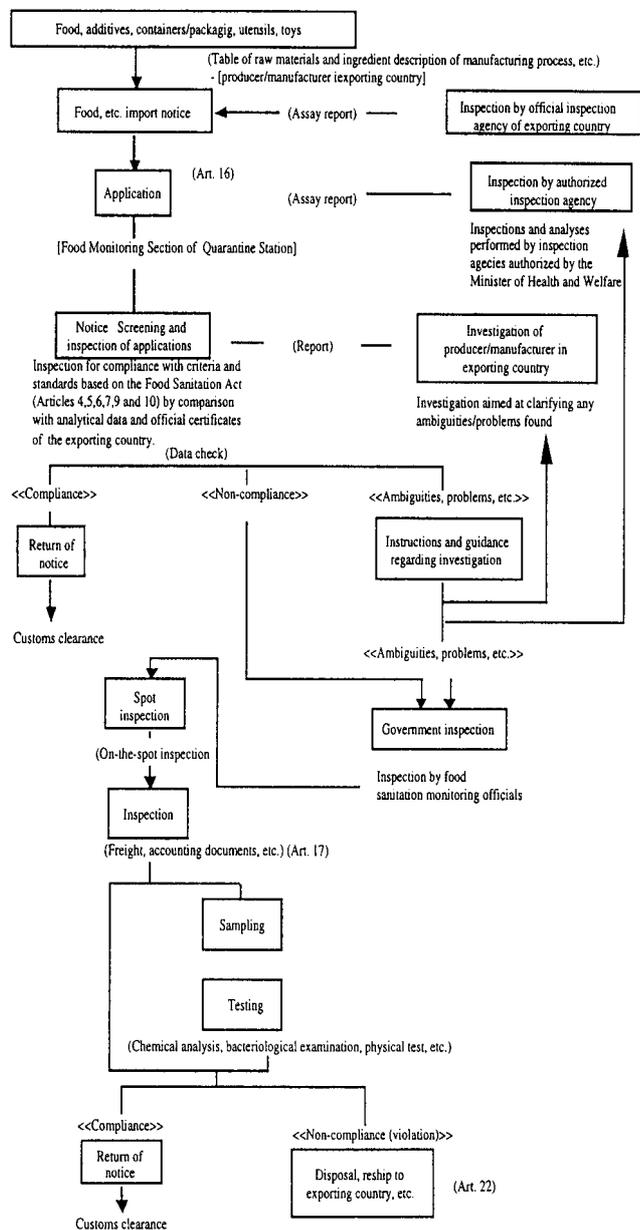
<sup>17</sup> Fish Industry White Paper, May 1997

### 9.2 Indication of Date of Manufacture

The printing of the expiration date of manufacture on food products is now gradually replacing the date of manufacture.

### 9.3 The Food Sanitation Act

The Food Sanitation Act under the jurisdiction of the Ministry of Health and Welfare regulates imported foods and in order to guarantee the safety of imported foods and other products requires anyone importing food, additives, utensils, containers and packaging, or infant toys for sale or commercial use to report to the Ministry of Health and Welfare.



The figure to the left illustrates the inspection procedure for imported food and other products.<sup>18</sup>

Source: Food Import Practices, Japan Hygiene Association

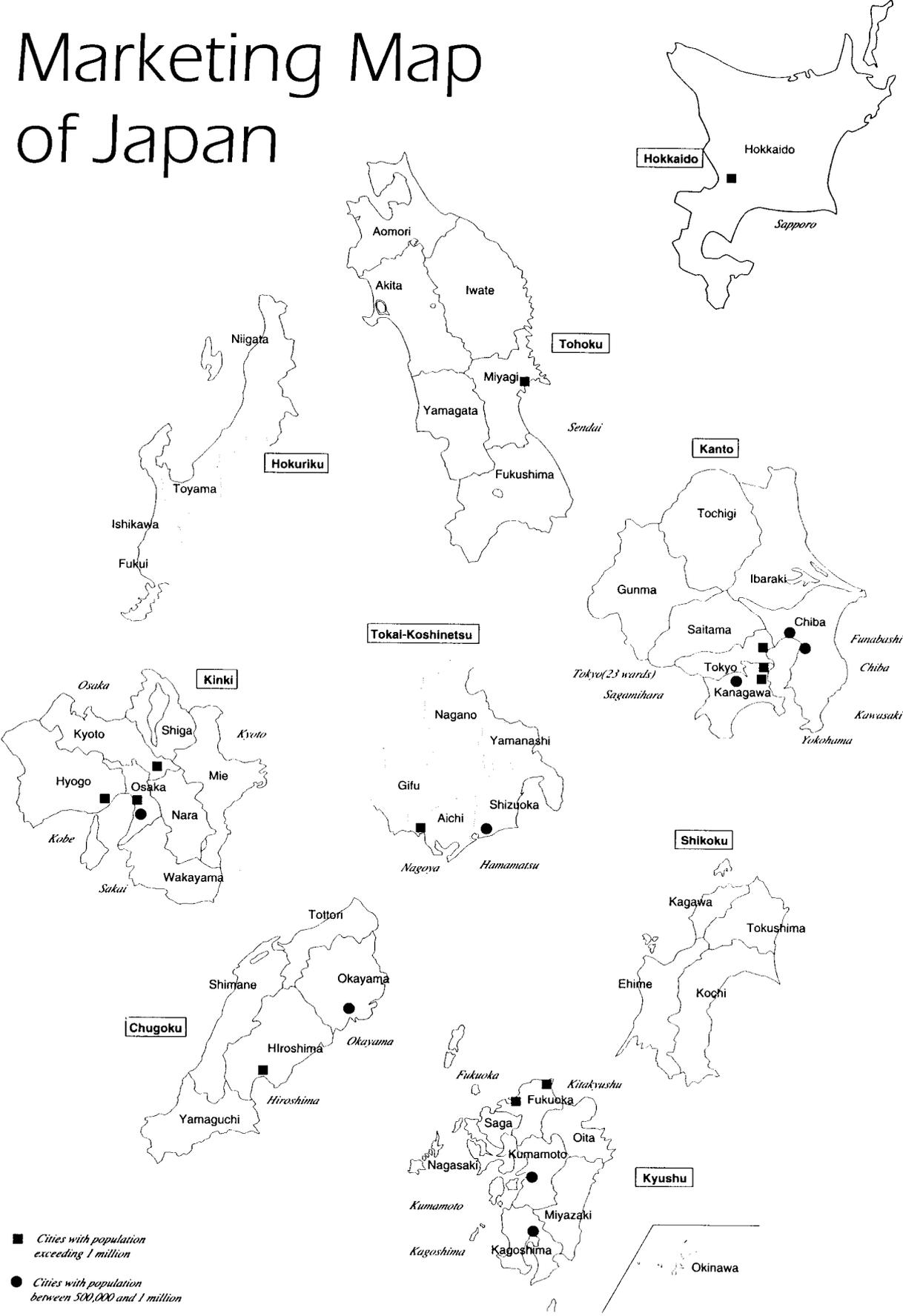
<sup>18</sup> Food Import Practices, Japan Hygiene Association

# ***Appendices***

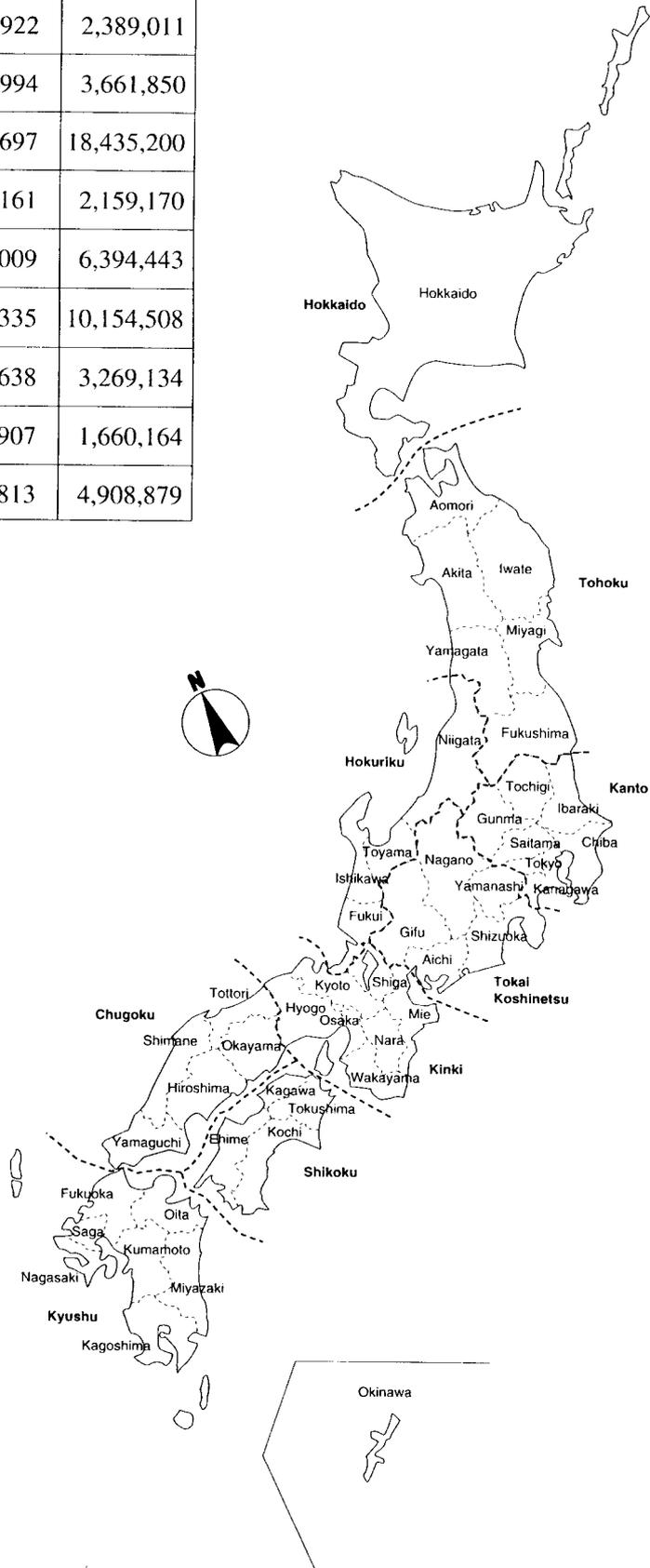
## **Section 10**

# Map of Japan and Statistical Data

## Marketing Map of Japan



	Number of Household	National Income by Region (¥ billion)	Daily Newspaper Circulation
<b>Hokkaido</b>	2,287,503	15,922	2,389,011
<b>Tohoku</b>	3,151,601	25,994	3,661,850
<b>Kanto</b>	14,840,276	138,697	18,435,200
<b>Hokuriku</b>	1,707,281	16,161	2,159,170
<b>Tokai Koshinetsu</b>	5,186,551	51,009	6,394,443
<b>Kinki</b>	8,075,592	67,335	10,154,508
<b>Chugoku</b>	2,781,809	21,638	3,269,134
<b>Shikoku</b>	1,523,329	10,907	1,660,164
<b>Kyushu</b>	4,854,258	34,813	4,908,879



Prefectural Ranking  
by Land Area

October 1, 1995

Pref. Rank	Km <sup>2</sup>
<b>Total</b>	<b>366,002</b>
1 Hokkaido	83,452
2 Iwate	15,278
3 Fukushima	13,782
4 Nagano	12,598
5 Niigata	10,938
6 Akita	10,727
7 Gifu	10,209
8 Aomori	9,234
9 Kagoshima	9,132
10 Hiroshima	8,475
11 Hyogo	8,387
12 Yamagata	7,394
13 Shizuoka	7,328
14 Kochi	7,104
15 Okayama	7,008
16 Kumamoto	6,907
17 Miyagi	6,861
18 Shimane	6,707
19 Miyazaki	6,684
20 Tochigi	6,408
21 Gunma	6,363
22 Yamaguchi	6,110
23 Ibaraki	6,094
24 Oita	5,803
25 Ehime	5,675
26 Mie	5,729
27 Aichi	5,114
28 Chiba	4,996
29 Fukuoka	4,836
30 Wakayama	4,724
31 Kyoto	4,612
32 Yamanashi	4,201
33 Fukui	4,188
34 Ishikawa	4,185
35 Tokushima	4,144
36 Nagasaki	4,091
37 Shiga	3,855
38 Saitama	3,749
39 Nara	3,691
40 Tottori	3,507
41 Toyama	2,801
42 Saga	2,439
43 Kanagawa	2,414
44 Okinawa	2,266
45 Tokyo	2,049
46 Osaka	1,892
47 Kagawa	1,861

(Ministry of Construction)

## Population

March 31, 1996

Pref. Rank	Total	Male	Female
<b>Total</b>	<b>124,914,373</b>	<b>61,341,056</b>	<b>63,573,317</b>
Prev.yr	124,655,498	61,235,468	63,420,030
1 Tokyo	11,542,468	5,764,564	5,777,904
2 Osaka	8,592,991	4,237,232	4,355,759
3 Kanagawa	8,172,001	4,169,497	4,002,504
4 Aichi	6,770,293	3,389,393	3,380,900
5 Saitama	6,718,268	3,400,079	3,318,189
6 Chiba	5,778,793	2,917,509	2,861,284
7 Hokkaido	5,684,842	2,738,798	2,946,044
8 Hyogo	5,422,446	2,636,516	2,785,930
9 Fukuoka	4,895,201	2,340,885	2,554,316
10 Shizuoka	3,734,279	1,841,995	1,892,284
11 Ibaraki	2,964,839	1,484,675	1,480,164
12 Hiroshima	2,870,671	1,394,642	1,476,029
13 Kyoto	2,551,061	1,239,006	1,312,055
14 Niigata	2,488,917	1,211,314	1,277,603
15 Miyagi	2,311,572	1,135,605	1,175,967
16 Nagano	2,190,307	1,069,501	1,120,806
17 Fukushima	2,137,990	1,044,704	1,093,286
18 Gifu	2,099,352	1,022,815	1,076,537
19 Gunma	2,000,623	989,127	1,011,496
20 Tochigi	1,982,565	986,247	996,318
21 Okayama	1,950,586	941,905	1,008,681
22 Kumamoto	1,865,373	884,182	981,191
23 Mie	1,843,869	896,727	947,142
24 Kagoshima	1,794,951	844,406	950,545
25 Yamaguchi	1,550,419	735,509	814,910
26 Nagasaki	1,550,220	732,533	817,687
27 Ehime	1,523,471	723,577	799,894
28 Aomori	1,508,720	725,671	783,049
29 Nara	1,434,579	694,036	740,543
30 Iwate	1,430,118	692,196	737,922
31 Okinawa	1,287,023	635,527	651,496
32 Shiga	1,283,341	631,701	651,640
33 Yamagata	1,254,588	606,668	647,920
34 Oita	1,241,164	588,313	652,851
35 Akita	1,222,018	584,343	637,675
36 Miyazaki	1,188,070	564,424	623,646
37 Ishikawa	1,171,986	567,439	604,547
38 Toyama	1,126,841	543,465	583,376
39 Wakayama	1,098,682	525,199	573,483
40 Kagawa	1,033,671	498,151	535,520
41 Saga	885,599	421,193	464,406
42 Yamanashi	877,794	431,748	446,046
43 Tokushima	837,570	401,010	436,560
44 Fukui	826,407	401,048	425,359
45 Kochi	825,995	390,015	435,980
46 Shimane	772,601	369,449	403,152
47 Tottori	619,238	296,517	322,721

(Ministry of Home Affairs)

National Income  
by Prefecture

1994

Pref. Rank	Total Income ¥ billion	Per Person ¥ thousand
<b>Total</b>	<b>385,141.3</b>	<b>3,080</b>
Prev.yr	378,882.0	3,037
1 Tokyo	51,924.9	4,411
2 Osaka	28,456.6	3,268
3 Kanagawa	26,640.0	3,255
4 Aichi	24,205.9	3,550
5 Saitama	21,014.3	3,140
6 Chiba	18,166.2	3,157
7 Hokkaido	15,921.9	2,805
8 Hyogo	15,063.4	2,732
9 Fukuoka	13,900.4	2,839
10 Shizuoka	11,973.4	3,216
11 Ibaraki	8,841.9	3,012
12 Hiroshima	8,641.9	3,005
13 Kyoto	7,914.2	3,039
14 Niigata	7,172.5	2,890
15 Nagano	6,518.6	2,994
16 Miyagi	6,400.0	2,782
17 Gunma	6,109.6	3,065
18 Tochigi	6,000.5	3,041
19 Fukushima	5,913.2	2,781
20 Gifu	5,891.4	2,819
21 Okayama	5,413.0	2,791
22 Mie	5,356.4	2,932
23 Kumamoto	4,674.5	2,525
24 Yamaguchi	4,243.3	2,720
25 Shiga	4,219.1	3,324
26 Kagoshima	4,119.8	2,305
27 Nagasaki	3,859.8	2,491
28 Ehime	3,857.5	2,558
29 Nara	3,685.6	2,593
30 Aomori	3,628.3	2,467
31 Iwate	3,576.3	2,526
32 Ishikawa	3,399.6	2,898
33 Yamagata	3,330.3	2,659
34 Oita	3,314.3	2,690
35 Toyama	3,293.0	2,936
36 Akita	3,146.3	2,590
37 Kagawa	2,874.7	2,801
38 Miyazaki	2,721.3	2,320
39 Okinawa	2,666.3	2,118
40 Wakayama	2,640.0	2,439
41 Yamanashi	2,419.9	2,784
42 Fukui	2,295.5	2,775
43 Saga	2,222.6	2,525
44 Tokushima	2,189.0	2,641
45 Kochi	1,985.6	2,440
46 Shimane	1,783.4	2,315
47 Tottori	1,555.1	2,529

(Economic Planning Agency)

## Market Segments by Age

October 1, 1996

Pref. Rank	Population over 15 yrs. old	Youth Market (15 ~ 24)	Bridal Market		Mature Market (45 ~ 64)	Silver Market (65 ~)		Singles Market
			Male (25 ~ 29)	Female (23 ~ 27)		Male	Female	
Total	105,524 (thousand)	18,043 (thousand)	4,717 (thousand)	4,775 (thousand)	35,546 (thousand)	7,848 (thousand)	11,172 (thousand)	12,836 (thousand)
1 Tokyo	10,275	1,780	588	553	3,373	671	930	2,053
2 Osaka	7,477	1,350	381	400	2,641	451	645	976
3 Kanagawa	7,001	1,263	414	360	2,368	416	541	905
4 Aichi	5,721	1,051	301	292	1,950	362	494	641
5 Saitama	5,666	1,073	300	292	1,989	307	411	556
6 Chiba	4,868	896	255	240	1,701	290	394	524
7 Hokkaido	4,801	803	182	200	1,640	376	507	718
8 Hyogo	4,519	774	195	213	1,559	327	468	483
9 Fukuoka	4,134	753	162	187	1,355	301	456	591
10 Shizuoka	3,123	496	137	134	1,072	242	337	285
11 Ibaraki	2,455	427	109	104	815	181	254	207
12 Hiroshima	2,418	409	99	108	815	193	279	313
13 Kyoto	2,222	430	100	110	746	161	241	305
14 Niigata	2,079	317	76	73	692	192	280	168
15 Miyagi	1,940	360	80	84	615	147	205	223
16 Nagano	1,835	272	74	70	602	180	251	171
17 Fukushima	1,751	275	63	62	562	159	226	155
18 Gifu	1,748	299	71	78	599	143	193	145
19 Gunma	1,671	275	72	71	563	136	190	153
20 Okayama	1,646	272	61	69	548	144	209	187
21 Tochigi	1,639	277	70	68	542	126	179	145
22 Kumamoto	1,539	244	49	55	494	141	212	194
23 Mie	1,536	248	62	65	521	127	181	152
24 Kagoshima	1,466	224	42	50	465	142	223	234
25 Yamaguchi	1,312	202	42	49	459	123	183	175
26 Ehime	1,264	191	42	48	425	117	172	152
27 Nagasaki	1,259	198	41	46	416	111	171	156
28 Aomori	1,225	194	42	44	418	99	148	137
29 Nara	1,201	219	49	58	412	86	121	106
30 Iwate	1,186	176	39	39	398	109	157	123
31 Shiga	1,061	192	47	48	344	78	111	79
32 Yamagata	1,049	151	34	33	342	104	153	70
33 Oita	1,035	159	33	38	346	96	142	130
34 Akita	1,026	141	30	31	352	100	147	84
35 Okinawa	989	197	44	47	287	60	96	114
36 Ishikawa	988	174	40	43	327	80	118	112
37 Miyazaki	974	151	30	34	321	84	128	123
38 Toyama	950	146	37	38	330	85	124	75
39 Wakayama	903	134	32	36	311	81	120	85
40 Kagawa	872	136	31	35	292	79	115	94
41 Yamanashi	741	119	31	30	234	65	92	82
42 Saga	726	118	24	27	231	64	98	74
43 Tokushima	695	105	23	26	235	65	98	96
44 Fukui	690	107	26	26	225	62	90	56
45 Kochi	690	99	21	24	233	68	105	106
46 Shimane	649	89	19	20	215	69	103	68
47 Tottori	510	77	17	17	166	48	74	55

(Prime Minister's Office, Ministry of Health and Welfare)

Number of Department Stores and Sales		
July 1, 1992		
Pref. Rank	No. of Stores	¥ million
<b>Total</b>	<b>2,267</b>	<b>19,976,262</b>
Prev.yr	2,004	19,573,606
<b>1 Tokyo</b>	205	3,791,685
<b>2 Osaka</b>	144	2,074,793
<b>3 Hokkaido</b>	133	971,035
<b>4 Aichi</b>	126	1,129,881
<b>5 Kanagawa</b>	125	1,456,367
<b>6 Saitama</b>	120	973,037
<b>7 Fukuoka</b>	115	766,873
<b>8 Hyogo</b>	108	1,002,500
<b>9 Chiba</b>	86	983,049
<b>10 Hiroshima</b>	67	498,225
<b>11 Shizuoka</b>	51	373,939
<b>12 Kagoshima</b>	48	199,798
<b>13 Kyoto</b>	45	490,595
<b>14 Nagano</b>	45	203,670
<b>15 Yamaguchi</b>	45	183,091
<b>16 Okayama</b>	42	268,406
<b>17 Miyagi</b>	40	266,393
<b>18 Ibaraki</b>	37	247,949
<b>19 Tochigi</b>	37	243,588
<b>20 Niigata</b>	37	239,002
<b>21 Fukushima</b>	36	169,154
<b>22 Kumamoto</b>	35	231,335
<b>23 Shiga</b>	35	198,097
<b>24 Gifu</b>	33	197,005
<b>25 Ehime</b>	32	204,287
<b>26 Mie</b>	31	188,075
<b>27 Nara</b>	28	246,366
<b>28 Oita</b>	28	180,816
<b>29 Gunma</b>	27	179,039
<b>30 Aomori</b>	27	163,841
<b>31 Nagasaki</b>	26	141,466
<b>32 Wakayama</b>	26	137,496
<b>33 Miyazaki</b>	26	134,297
<b>34 Iwate</b>	24	126,448
<b>35 Yamagata</b>	23	101,072
<b>36 Ymanashi</b>	21	120,613
<b>37 Saga</b>	21	77,370
<b>38 Kagawa</b>	18	101,113
<b>39 Toyama</b>	16	103,918
<b>40 Ishikawa</b>	15	131,253
<b>41 Shimane</b>	15	54,986
<b>42 Tottori</b>	14	88,849
<b>43 Akita</b>	14	77,533
<b>44 Okinawa</b>	13	77,329
<b>45 Fukui</b>	12	62,065
<b>46 Tokushima</b>	10	75,448
<b>47 Kochi</b>	5	43,115

(Ministry of International Trade and Industry)

Number of Supermarkets and Sales		
September 1, 1996		
Pref. Rank	No. of Stores	¥ million
<b>Total</b>	<b>17,893</b>	<b>30,258,974</b>
Prev.yr	16,663	28,271,882
<b>1 Tokyo</b>	1,374	2,612,482
<b>2 Kanagawa</b>	1,071	2,209,239
<b>3 Saitama</b>	970	1,753,801
<b>4 Hokkaido</b>	943	1,486,088
<b>5 Aichi</b>	839	1,689,480
<b>6 Hyogo</b>	794	1,789,366
<b>7 Fukuoka</b>	773	1,179,834
<b>8 Chiba</b>	734	1,886,185
<b>9 Osaka</b>	692	1,839,873
<b>10 Shizuoka</b>	589	816,536
<b>11 Hiroshima</b>	533	724,956
<b>12 Ibaraki</b>	530	854,162
<b>13 Okayama</b>	403	562,213
<b>14 Tochigi</b>	400	483,403
<b>15 Gunma</b>	397	484,906
<b>16 Nagano</b>	379	541,679
<b>17 Niigata</b>	337	416,264
<b>18 Fukushima</b>	336	613,041
<b>19 Miyagi</b>	334	631,862
<b>20 Mie</b>	332	504,129
<b>21 Kyoto</b>	323	626,180
<b>22 Yamaguchi</b>	315	358,788
<b>23 Gifu</b>	255	408,160
<b>24 Ehime</b>	240	337,602
<b>25 Yamagata</b>	240	262,844
<b>26 Aomori</b>	230	355,937
<b>27 Okinawa</b>	219	386,728
<b>28 Iwate</b>	219	253,083
<b>29 Ishikawa</b>	217	242,656
<b>30 Kochi</b>	210	166,955
<b>31 Kagoshima</b>	208	299,600
<b>32 Kumamoto</b>	205	288,241
<b>33 Oita</b>	197	206,361
<b>34 Akita</b>	194	341,549
<b>35 Fukui</b>	187	202,680
<b>36 Kagawa</b>	175	265,281
<b>37 Toyama</b>	174	200,835
<b>38 Nagasaki</b>	173	198,685
<b>39 Shimane</b>	146	149,084
<b>40 Nara</b>	136	309,058
<b>41 Miyazaki</b>	136	203,570
<b>42 Tokushima</b>	134	131,120
<b>43 Tottori</b>	126	145,110
<b>44 Yamanashi</b>	124	206,269
<b>45 Wakayama</b>	120	210,644
<b>46 Shiga</b>	117	289,807
<b>47 Saga</b>	113	132,648

(Shogyokai)

Number of Convenience Stores and Sales		
July 1, 1994		
Pref. Rank	No. of Stores	¥ million
<b>Total</b>	<b>48,405</b>	<b>8,335,278</b>
Prev.yr	41,847	6,984,859
<b>1 Tokyo</b>	5,050	1,055,637
<b>2 Hokkaido</b>	3,401	552,492
<b>3 Kanagawa</b>	3,067	597,360
<b>4 Aichi</b>	2,747	376,575
<b>5 Chiba</b>	2,315	412,705
<b>6 Saitama</b>	2,293	383,266
<b>7 Osaka</b>	2,246	405,757
<b>8 Fukuoka</b>	2,003	389,443
<b>9 Shizuoka</b>	1,513	273,239
<b>10 Hyogo</b>	1,330	271,710
<b>11 Miyagi</b>	1,195	187,343
<b>12 Ibaraki</b>	1,126	172,633
<b>13 Okinawa</b>	1,108	138,987
<b>14 Hiroshima</b>	1,035	151,452
<b>15 Fukushima</b>	951	136,582
<b>16 Niigata</b>	950	135,594
<b>17 Kyoto</b>	902	184,430
<b>18 Tochigi</b>	888	132,662
<b>19 Nagano</b>	879	137,517
<b>20 Gifu</b>	860	111,611
<b>21 Gunma</b>	858	117,535
<b>22 Kumamoto</b>	815	129,894
<b>23 Nagasaki</b>	703	123,268
<b>24 Kagoshima</b>	698	105,014
<b>25 Okayama</b>	673	131,822
<b>26 Aomori</b>	612	86,868
<b>27 Iwate</b>	569	79,284
<b>28 Ehime</b>	546	63,312
<b>29 Toyama</b>	526	94,594
<b>30 Mie</b>	522	113,571
<b>31 Yamaguchi</b>	490	96,642
<b>32 Miyazaki</b>	451	80,948
<b>33 Ymanashi</b>	451	73,354
<b>34 Ishikawa</b>	435	74,486
<b>35 Kagawa</b>	415	58,629
<b>36 Akita</b>	399	63,285
<b>37 Saga</b>	396	72,680
<b>38 Yamagata</b>	379	79,604
<b>39 Oita</b>	367	68,975
<b>40 Fukui</b>	343	45,861
<b>41 Tokushima</b>	342	62,299
<b>42 Shiga</b>	323	61,716
<b>43 Wakayama</b>	282	71,934
<b>44 Nara</b>	272	70,004
<b>45 Kochi</b>	233	37,866
<b>46 Tottori</b>	223	32,911
<b>47 Shimane</b>	223	31,927

(Ministry of International Trade and Industry)

Number of Department Stores and Sales		
July 1, 1992		
Pref. Rank	No. of Stores	¥ million
<b>Total</b>	<b>2,267</b>	<b>19,976,262</b>
Prev.yr	2,004	19,573,606
<b>1</b> Tokyo	205	3,791,685
<b>2</b> Osaka	144	2,074,793
<b>3</b> Hokkaido	133	971,035
<b>4</b> Aichi	126	1,129,881
<b>5</b> Kanagawa	125	1,456,367
<b>6</b> Saitama	120	973,037
<b>7</b> Fukuoka	115	766,873
<b>8</b> Hyogo	108	1,002,500
<b>9</b> Chiba	86	983,049
<b>10</b> Hiroshima	67	498,225
<b>11</b> Shizuoka	51	373,939
<b>12</b> Kagoshima	48	199,798
<b>13</b> Kyoto	45	490,595
<b>14</b> Nagano	45	203,670
<b>15</b> Yamaguchi	45	183,091
<b>16</b> Okayama	42	268,406
<b>17</b> Miyagi	40	266,393
<b>18</b> Ibaraki	37	247,949
<b>19</b> Tochigi	37	243,588
<b>20</b> Niigata	37	239,002
<b>21</b> Fukushima	36	169,154
<b>22</b> Kumamoto	35	231,335
<b>23</b> Shiga	35	198,097
<b>24</b> Gifu	33	197,005
<b>25</b> Ehime	32	204,287
<b>26</b> Mie	31	188,075
<b>27</b> Nara	28	246,366
<b>28</b> Oita	28	180,816
<b>29</b> Gunma	27	179,039
<b>30</b> Aomori	27	163,841
<b>31</b> Nagasaki	26	141,466
<b>32</b> Wakayama	26	137,496
<b>33</b> Miyazaki	26	134,297
<b>34</b> Iwate	24	126,448
<b>35</b> Yamagata	23	101,072
<b>36</b> Ymanashi	21	120,613
<b>37</b> Saga	21	77,370
<b>38</b> Kagawa	18	101,113
<b>39</b> Toyama	16	103,918
<b>40</b> Ishikawa	15	131,253
<b>41</b> Shimane	15	54,986
<b>42</b> Tottori	14	88,849
<b>43</b> Akita	14	77,533
<b>44</b> Okinawa	13	77,329
<b>45</b> Fukui	12	62,065
<b>46</b> Tokushima	10	75,448
<b>47</b> Kochi	5	43,115

(Ministry of International  
Trade and Industry)

Number of Supermarkets and Sales		
September 1, 1996		
Pref. Rank	No. of Stores	¥ million
<b>Total</b>	<b>17,893</b>	<b>30,258,974</b>
Prev.yr	16,663	28,271,882
<b>1</b> Tokyo	1,374	2,612,482
<b>2</b> Kanagawa	1,071	2,209,239
<b>3</b> Saitama	970	1,753,801
<b>4</b> Hokkaido	943	1,486,088
<b>5</b> Aichi	839	1,689,480
<b>6</b> Hyogo	794	1,789,366
<b>7</b> Fukuoka	773	1,179,834
<b>8</b> Chiba	734	1,886,185
<b>9</b> Osaka	692	1,839,873
<b>10</b> Shizuoka	589	816,536
<b>11</b> Hiroshima	533	724,956
<b>12</b> Ibaraki	530	854,162
<b>13</b> Okayama	403	562,213
<b>14</b> Tochigi	400	483,403
<b>15</b> Gunma	397	484,906
<b>16</b> Nagano	379	541,679
<b>17</b> Niigata	337	416,264
<b>18</b> Fukushima	336	613,041
<b>19</b> Miyagi	334	631,862
<b>20</b> Mie	332	504,129
<b>21</b> Kyoto	323	626,180
<b>22</b> Yamaguchi	315	358,788
<b>23</b> Gifu	255	408,160
<b>24</b> Ehime	240	337,602
<b>25</b> Yamagata	240	262,844
<b>26</b> Aomori	230	355,937
<b>27</b> Okinawa	219	386,728
<b>28</b> Iwate	219	253,083
<b>29</b> Ishikawa	217	242,656
<b>30</b> Kochi	210	166,955
<b>31</b> Kagoshima	208	299,600
<b>32</b> Kumamoto	205	288,241
<b>33</b> Oita	197	206,361
<b>34</b> Akita	194	341,549
<b>35</b> Fukui	187	202,680
<b>36</b> Kagawa	175	265,281
<b>37</b> Toyama	174	200,835
<b>38</b> Nagasaki	173	198,685
<b>39</b> Shimane	146	149,084
<b>40</b> Nara	136	309,058
<b>41</b> Miyazaki	136	203,570
<b>42</b> Tokushima	134	131,120
<b>43</b> Tottori	126	145,110
<b>44</b> Yamanashi	124	206,269
<b>45</b> Wakayama	120	210,644
<b>46</b> Shiga	117	289,807
<b>47</b> Saga	113	132,648

(Shogyokai)

Number of Convenience Stores and Sales		
July 1, 1994		
Pref. Rank	No. of Stores	¥ million
<b>Total</b>	<b>48,405</b>	<b>8,335,278</b>
Prev.yr	41,847	6,984,859
<b>1</b> Tokyo	5,050	1,055,637
<b>2</b> Hokkaido	3,401	552,492
<b>3</b> Kanagawa	3,067	597,360
<b>4</b> Aichi	2,747	376,575
<b>5</b> Chiba	2,315	412,705
<b>6</b> Saitama	2,293	383,266
<b>7</b> Osaka	2,246	405,757
<b>8</b> Fukuoka	2,003	389,443
<b>9</b> Shizuoka	1,513	273,239
<b>10</b> Hyogo	1,330	271,710
<b>11</b> Miyagi	1,195	187,343
<b>12</b> Ibaraki	1,126	172,633
<b>13</b> Okinawa	1,108	138,987
<b>14</b> Hiroshima	1,035	151,452
<b>15</b> Fukushima	951	136,582
<b>16</b> Niigata	950	135,594
<b>17</b> Kyoto	902	184,430
<b>18</b> Tochigi	888	132,662
<b>19</b> Nagano	879	137,517
<b>20</b> Gifu	860	111,611
<b>21</b> Gunma	858	117,535
<b>22</b> Kumamoto	815	129,894
<b>23</b> Nagasaki	703	123,268
<b>24</b> Kagoshima	698	105,014
<b>25</b> Okayama	673	131,822
<b>26</b> Aomori	612	86,868
<b>27</b> Iwate	569	79,284
<b>28</b> Ehime	546	63,312
<b>29</b> Toyama	526	94,594
<b>30</b> Mie	522	113,571
<b>31</b> Yamaguchi	490	96,642
<b>32</b> Miyazaki	451	80,948
<b>33</b> Ymanashi	451	73,354
<b>34</b> Ishikawa	435	74,486
<b>35</b> Kagawa	415	58,629
<b>36</b> Akita	399	63,285
<b>37</b> Saga	396	72,680
<b>38</b> Yamagata	379	79,604
<b>39</b> Oita	367	68,975
<b>40</b> Fukui	343	45,861
<b>41</b> Tokushima	342	62,299
<b>42</b> Shiga	323	61,716
<b>43</b> Wakayama	282	71,934
<b>44</b> Nara	272	70,004
<b>45</b> Kochi	233	37,866
<b>46</b> Tottori	223	32,911
<b>47</b> Shimane	223	31,927

(Ministry of International  
Trade and Industry)

## Japanese Images of Alaska

Of the Japanese people surveyed, the strongest images of Alaska which became evident after asking people to refer to this list were

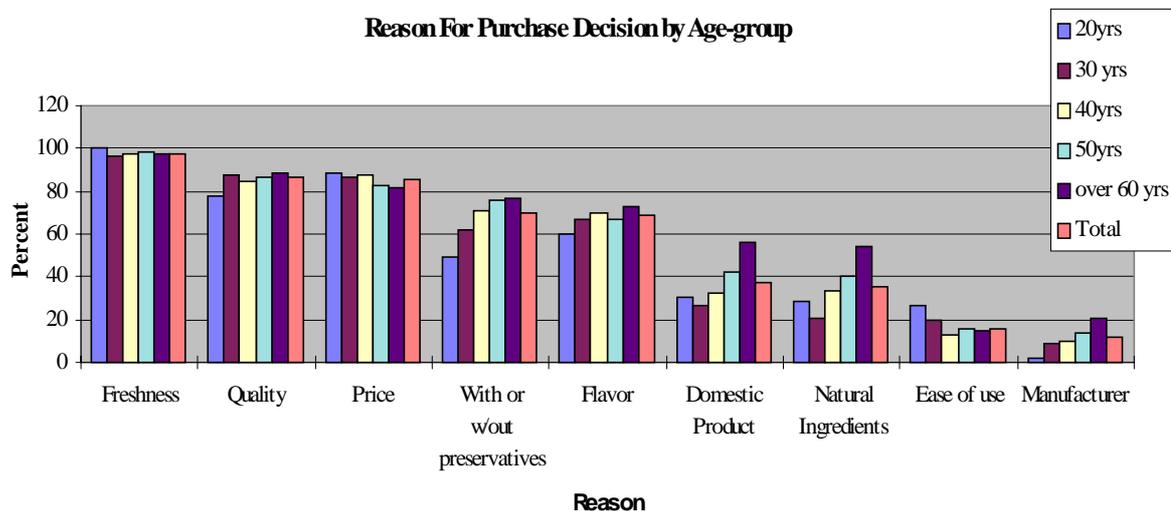
1. Cold
2. Eskimos
3. Nature
4. Glaciers
5. Fish
6. Dog Racing
7. Mt McKinley
8. Deer
9. Indians



## Consumer Preferences

### Consumer Preferences by Age\*

	Total	20yrs	30yrs	40yrs	50yrs
Freshness	97.5	100	96.7	97.1	98.4
Quality	86.1	77.4	87.4	84.3	87
Price	85.2	88.7	87	87.9	82.2
With or w/out preservatives	70.2	49.1	62.3	70.7	76.1
Flavor	68.4	60.4	66.9	70	66.4
Domestic Product	37.8	30.2	26.4	32.5	42.1
Natural Ingredients	35.8	28.3	20.5	33.2	40.5
Ease of use	16.2	26.4	19.2	13.2	15.4
Manufacturer	12.2	1.9	8.4	10	13.4
Other	2.8	1.9	1.7	3.9	1.6
Appearance/Packaging Design	1.9	3.8	1.3	0.7	2
Number of respondents	1,020	53	239	280	247



\*Source: Agriculture, Forestry & Fishery Information Center, August 1996, *Suisanbutstu ni kansuru shohishaishiki ni tsuite* (Consumer Attitudes to Marine Fishery Products)

## Traditional Recipes Using Dried Fish Products



### **Kusaya - Unique Dried Fish\***

\*Article copied from Internet - <http://village.infoweb.or.jp/~fxba0053/kusaya.html>

Kusaya is one of the great tastes of the world. It has riches given by the sea and the sunshine and has been a natural food for many years.

### ***Kusaya, the traditional natural food***

Because of demand, Kusaya is hard to get in Tokyo and other major Japanese urban centers. It is generally popular because of its strong taste and smell, but Kusaya has its detractors, too, “Smells bad and looks bad, too” they say.

Well now, as lovers of Kusaya, it’s hard to understand how anyone can say that. Because, those who know how Kusaya is prepared will know that the fresh fish is washed in clean water over and over before dipping in a salt dip and being laid out to dry in the sun.

### ***A flavour borne of adversity***

About 200 years ago, those Japanese citizens living in the Izu island chain, just south of Tokyo, were engaged in salt making. On many islands such as Niijima, the villagers toiled away drying salt to pay as tax to the Government. Taxes were high and they couldn’t afford to waste a grain. But, ironically that meant that when fishing catches were big, there wasn’t enough salt to properly cure the fish before storage.

Need is the mother of invention, and in this case, the villagers learned to use dips with a lower salt concentration, until the fish cured in this fashion began to acquire a taste all of its own.

Such are the roots of the Kusaya tradition..... saving salt and introducing a wonderful new taste.

### ***Kusaya dip can’t be made in a day***

The secret that gives the Kusaya its distinctive taste and smell is the salt dip the fish are cured with. This mixture is called Kusaya-eki. For regular curing of fish, a dip having a salt content of 18 to 20% is normal. But for Kusaya-eki, the concentration is a modest 8%.

In terms of physical ingredients, only salt goes into the making of Kusaya-eki. But the taste is also a result of other efforts. For example, the preparation of Kusaya-eki takes a long time, with the necessity of careful handling, and interior dips do not produce the same rich smell and deep flavor - a point that has been proven in many tastes.

### ***Niijima is the home of Kusaya***

On Niijima every family maintains its own pot of Kusaya-eki - often for generations. It becomes a source of pride and the recipe is never allowed out of the house except when a daughter gets married. She takes some with her, to start up her own pot. Amongst the commercial makers, too, the recipes of Kusaya dips are a jealously guarded secret.

### ***Arguably the best fish for making Kusaya***

Traditionally, Kusaya has been made of fish having very little body fat. However, recently people prefer a softer consistency from the fish when dried, thus increasing the demand for higher fat content species.

The Scad family of fish consists of four varieties, as represented by Ma-muro, Ao-muro, Osaka-muro and Akase-muro. All of these except Akase-muro are excellent for grilling.

### ***Ao-muro, made to be Kusaya***

Perhaps the fish wouldn't think so, but Kusaya officials would have no hesitation in electing the silver white Ao-muro which is sometimes called White Scad, as having the best flavor for Kusaya. In fact, Ao-muro is often known as the Kusaya Scad. It carries less fat than other species and is commonly found close to the shores of the seven Izu islands.

### ***Not just Scad, try flying fish and Aozame, too!***

The next most popular fish for Kusaya curing after the Ao-muro is the Ma-muro which is called Muro-aji, too. In the Edo era, a parody writer gave himself the pen name of Mr. Muroaji Kusaya. Then following Muro-aji, the Oaka-muro species is sought after.

Although most people associate Kusaya with the "muro" family of fish, other types are also used, including: Koaji, Kosaba, Takabe, Isaki, and even flying fish and Aozame which is one of the Shark family! In each case, the dipping time and drying process is different.

### ***Intellectual property***

The dip for curing Kusaya can last up to 200 years. In some families, even the aged grandparents can't remember who prepared the initial dip. No where else do they keep it so long - and no where else do the Kusaya taste so good! They try to keep things that way, by realizing that the Kusaya dip is our livelihood and our tradition, and as such represents intellectual property.

### ***Begin by grilling well***

The best way to taste the true flavor of the Kusaya is to grill it. Place the fish on a well-heated grill net, with the grill turned to low heat. The back of the fish should be cooked first and will take about 8 minutes. The front will take about 2 more. After finishing grilling, you should be able to tear the fish into portions with your fingers, and serve.

One tip, if you brush vinegar on the grill net before cooking, it will be difficult to burn the fish.

### ***Other Kusaya dishes***

*Yaki-bitashi* - Use a hard, dried fish for this dish. Tear off the grilled Kusaya and put it in a bowl with soy sauce and Mirin sake. Soak for 10 minutes.

Salad - Tear off the grilled Kusaya. Mix with celery and/or sliced cucumber. For dressing, use a mixture of vinegar, and soy sauce (a non-oily dressing).

*Ocha-zuke* - Tear off the grilled Kusaya and place on top of cooked rice, pour very hot *Nibon-Cha* (Japanese Tea) over this: use any type of Japanese Tea you prefer - for example, *sen-cha*, *ban-cha*, or *hoji-cha*.

## **Traditional Recipes**

### **1) Boiled and Dried**

*Niboshi* (dried sardines) are used for preparing “*dashi*” (Japanese soup stock). *Tatami Iwashi* (dried young sardines) are toasted lightly and served with soy sauce.

### **2) Dried**

Herring                      Boiled with soy sauce and sugar, cut-in-half and broiled

Cod                              Soaked, boiled, and broiled

Dried cuttlefish              Toasted

*Surume* (dried cuttlefish)

Not only is dried cuttlefish eaten in Japan, its usage is connected to religious ceremonies as well. Dried cuttlefish is used as a decoration for good luck at New Year’s day celebrations and engagement ceremonies in particular.

*Migaki-nishin* (dried filleted herring)

The most popular use of dried filleted herring is in the traditional *kobumaki*, rice and kelp roll during the New Year’s holidays. The kelp roll is designated as one of the traditional dishes of *osechi*, which is the designated food course for the New Year. It is also regularly consumed throughout the year.

### 3) Dried and Salted

Sardines	Grilled
Horse Mackerel	Grilled
Saury	Grilled
Mackerel	Grilled
Flounder	Grilled

### 4) Cured

*Katsuo bushi* (dried bonito) : As previously explained, is commonly used to make soup stock for clear soup, and as stock prepared with Japanese noodles (namely *udon* and *soba*). *Katsuo bushi* is also used in the preparation of boiled vegetables, *nimono*, and served on top of tofu or boiled spinach dishes, *obitashi*. It is also commonly used as a topping for the traditional Japanese pancake, *okonomiyaki*.

*Saba bushi* (dried mackerel). This dried fish is used in preparing the soup stock for noodle and *miso* soups.

*Niboshi* (dried small sardines): Dried small sardines are also boiled in water (often with *katsuo bushi*) to make soup stock. This soup is also used in noodle soups, *shabu-shabu*, a popular meat dish, as well as vegetable dishes.

Both *katsuo bushi* and *saba bushi* are already shaved and freshly packed for customers' convenience.

### 5) In combination

#### As a dish

*Aji-no-biraki*, dried horse mackerel, is commonly used as the main dish for breakfast. For dinner, *hokke*, atka mackerel is often prepared. Dried young sardines, *shirasu-boshi* are consumed as side dishes with meals or as a light snack with Japanese tea and rice. *Surume* or dried cuttlefish is considered a typical side dish at traditional Japanese bars, *aka-chochin*, which Japanese businessmen and young couples frequent after work. Japanese enjoy the taste of dried cuttlefish accompanied by beer or sake, Japanese rice wine, and is considered one traditional *tsumami* dish. *Tsumami* is a dish that is served at most Japanese restaurants with the purchase of alcohol. This would be comparable to peanuts, chips, popcorn, etc. complimentary at American restaurants.

Moreover, unlike Americans who eat out for lunch for the most part, Japanese adults as well as children often carry lunch boxes (*bento*) to work and to school. *Shishamo*, dried smelt, and shiosake, salted and dried salmon, are common ingredients in these lunch boxes.

**As a snack**

Dried filleted herring used in preparation of *kobumaki*, kelp rolls are most commonly consumed. Other variations on the Japanese *onigiri*, rice ball, use dried bonito and salmon chips in their preparation. As mentioned above, dried bonito shavings and dried shrimp are used in the preparation of *okonomiyaki*, the Japanese egg pizza/pancake. Moreover, *furikake*, which is a traditional topping for numerous rice dishes eaten throughout the day, is comprised of dried salmon.

**As a base for soup stock**

Boiled and dried sardines are used to extract soup stock as mentioned above. However, Japanese not only have an acquired taste for boiled and dried sardines, but these fish products are also healthier than synthetic soup stock granules, as they contain less sodium.

**How to make Choumikanseihin<sup>1</sup>****Mirinboshi Sardine**

Ingredients: Sardin 600g, Salt 1tb, Soy source 1/4cup, Sugar 1tb, Mirin 1/2 cup, small amount of white sesame

Directions:

Wash sardines, remove scales, head and internal organs (guts), wash thoroughly and wipe well. Put your thumb into its stomach and peel off the body along its backbone, until reaching the root of the tail. Snap the backbone at the root of the tail and pull the backbone out gently supporting it with your other hand.

Place prepared sardines side by side in a vat (pan), sprinkle 1 tb salt evenly on both sides and let it stand 30 minutes to remove fishy smell. Mix soy source, sugar and Mirin to make marinate/seasoning. Wipe the fish and dip them in the marinate sauce. Leave for 30 minutes.

Take them out, put them on a bamboo sieve, sprinkle sesame and hang them for drying.

**Mirinboshi Saury**

Ingredients: Saury net 350g, Salt 35g, Mirin 3tb, Soy source 3tb, Sugar 1-1.5tb, small amount of White Sesame

Directions:

Wash saury and remove head and guts. Wash thoroughly and wipe. Open the body either from the back or the belly, remove backbone, sprinkle salt (35 g or 10 % of the weight of the saury). Leave it to stand for 30 minutes to remove fishy smell. Wash it lightly to remove excessive salt.

Mix mirin, soy source and sugar to make marinate. Dip three in marinate and leave them for 1 hour. Take them out, sprinkle with sesame, hang them to dry and leave it for 1/2 - 1 day.

Note: The quantity of sugar is optional.

### ***How to cook Mirinboshi<sup>2</sup>***

Mirinboshi will easily burn. Cook Mirinboshi on a low flame on a net. The metal net should be heated to prevent stickiness.

<sup>1</sup> *Kisetsu Betsu Tezukuri Shokubin Nyumon* (“Introduction to Hand Made Food by Season”, by Ikuo Marui, Shufutoseikatsusha, 1992)

<sup>2</sup> *Himono Zukuri Asameshimae* (“Making Dried Fish is an Easy Job”, by Shizuo Shimada, Sosinsha, Tokyo, 1996)

# Import Regulations (Tariff Schedules)

## 第3類 魚並びに甲殻類、軟体動物及びその他の水棲無脊椎動物

## Chapter 3 Fish and crustaceans, molluscs and other aquatic invertebrates

注

- 1 この類には、次の物品を含まない。  
 (a) 海棲哺乳動物(第01.06項参照)及びその肉(第02.08項及び第02.10項参照)  
 (b) 生きていない魚(肝臓、卵及びしらを含む。)並びに生きていない甲殻類、軟体動物及びその他の水棲無脊椎動物で、食用に適さない種類又は状態のもの(第5類参照)並びに魚又は甲殻類、軟体動物若しくはその他の水棲無脊椎動物の粉、ミール及びペレットで、食用に適さないもの(第23.01項参照)  
 (c) キャビア及び魚卵から調製したキャビア代用物(第16.04項参照)  
 2 この類において「ペレット」とは、直接圧縮すること又は少量の結合剤を加えることにより固めた物品をいう。

Note.

- 1.- This Chapter does not cover:  
 (a) Marine mammals (heading No. 01.06) or meat thereof (heading No. 02.08 or 02.10);  
 (b) Fish (including livers and roes thereof) or crustaceans, molluscs or other aquatic invertebrates, dead and unfit for human consumption by reason of either their species or their condition (Chapter 5); flours, meals or pellets of fish or of crustaceans, molluscs or other aquatic invertebrates, unfit for human consumption (heading No. 23.01); or  
 (c) Caviar or caviar substitutes prepared from fish eggs (heading No. 16.04).  
 2.- In this Chapter the term "Pellets" means products which have been agglomerated either directly by compression or by the addition of a small quantity of binder.

番号 No.	統計 細分 Code No.	N A C S 用	品 名	税 率 Rate of Duty				単位 Unit	Description
				基本 General	協定 12/31/97	WTO 1/1/98	特 恵 Prefer- ential		
03.01			魚(生きているものに限る。)						Live fish:
	0301.10		観賞用の魚						Ornamental fish
		010 0	1 こい及び金魚	5%	4.1%	3.8%		KG	1 Carp and gold-fish
		020 3	2 その他のもの	2.5%	2%	1.9%	無税 Free	KG	2 Other
			その他の魚(生きているものに限る。)						Other live fish:
	0301.91		ます(サルモ・トルタ、オンコルヒュンクス・ミキス、オンコルヒュンクス・クラルキ、オンコルヒュンクス・アグアボニタ、オンコルヒュンクス・ギラエ、オンコルヒュンクス・アバケ及びオンコルヒュンクス・クリソガステル)						Trout ( <i>Salmo trutta</i> , <i>Oncorhynchus mykiss</i> , <i>Oncorhynchus clarki</i> , <i>Oncorhynchus aguabonita</i> , <i>Oncorhynchus gilae</i> , <i>Oncorhynchus apache</i> and <i>Oncorhynchus chrysogaster</i> ):
		100 2	1 養魚用の稚魚	無税 Free	(無税) (Free)	(無税) (Free)		KG	1 Fry for fish culture
		200 4	2 その他のもの	5%	4.1%	3.8%		KG	2 Other
	0301.92		うなぎ(アンギルラ属のもの)						Eels ( <i>Anguilla spp.</i> ):
		100 1	1 養魚用の稚魚	無税 Free	(無税) (Free)	(無税) (Free)		KG	1 Fry for fish culture
		200 3	2 その他のもの	5%	4.1%	3.8%		KG	2 Other
	0301.93		こい						Carp:
		100 0	1 養魚用の稚魚	無税 Free	(無税) (Free)	(無税) (Free)		KG	1 Fry for fish culture
		200 2	2 その他のもの	5%	4.1%	3.8%		KG	2 Other
	0301.99		その他のもの						Other:
			1 養魚用の稚魚	無税 Free	(無税) (Free)	(無税) (Free)			1 Fry for fish culture
			-ぶり(セリオラ属のもの)						Buri ( <i>Seriola spp.</i> ):

(注) 03.01のうち 生きています及びます(中華人民共和国、北朝鮮及び台湾を原産地又は船積地域とするもの) 二号承認  
 生きています魚(本邦の区域に属さない海面を船積地域とするもの) 二号承認

03.01 食品衛生法  
 水産資源保護法

(Note) ex 03.01 Salmon and Trout, live originated in or shipped from China, North Korea and Taiwan: Item 2 Approval  
 Live fish, shipped from outside of Japanese water: Item 2 Approval  
 03.01 Food Sanitation Law  
 Fisheries Resources Conservation Law

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty				単位 Unit	Description	
				基本 General	協 定 WTO		特 恵 Prefer- ential			暫 定 Tempo- rary
					12/31/97	1/1/98				
(0301.99)	111	5	--ぶり(セリオラ・クイ ンクエラディアータ)					KG	Buri( <i>Seriola quinqueradiata</i> )	
	119	6	--その他のもの					KG	Other	
	190	0	--その他のもの					KG	Other	
			2 その他のもの						2 Other	
	210	6	(1) にしん(クルベア属のもの)、たら(ガドゥス属、テラグラ属又はメルルシウス属のもの)、ぶり(セリオラ属のもの)、さば(スコムベル属のもの)、いわし(エトルメウス属、サルディノプス属又はエングラウリス属のもの)、あじ(トラクルス属又はデカプテルス属のもの)及びさんま(コロラビス属のもの)	10%				KG	(1) Nishin ( <i>Clupea spp.</i> ), Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> ), Buri ( <i>Seriola spp.</i> ), Saba ( <i>Scomber spp.</i> ), Iwashi ( <i>Etrumeus spp.</i> , <i>Sardinops spp.</i> and <i>Engraulis spp.</i> ), Aji ( <i>Trachurus spp.</i> and <i>Decapterus spp.</i> ) and Samma ( <i>Cololabis spp.</i> )	
	290	2	(2) その他のもの	5%	4.1%	3.8%		KG	(2) Other	
03.02			魚(生鮮のもの及び冷蔵したものに 限るものとし、第03.04項の魚のフ ィレその他の魚肉を除く。)						Fish, fresh or chilled, excluding fish fillets and other fish meat of head- ing No. 03.04:	
			さけ科のもの(肝臓、卵及びしら こを除く。)						Salmonidae, excluding livers and roes:	
0302.11	000	1	ます(サルモ・トルタ、オンコ ルヒュンクス・ミキス、オンコ ルヒュンクス・クラルキ、オン コルヒュンクス・アグアボニ タ、オンコルヒュンクス・ギラ エ、オンコルヒュンクス・アバ ケ及びオンコルヒュンクス・ク リンガステル)	5%	4.1%	3.8%		KG	Trout ( <i>Salmo trutta</i> , <i>Oncorhynchus mykiss</i> , <i>Oncorhynchus clarki</i> , <i>Oncorhynchus aguabonita</i> , <i>Oncorhynchus gilae</i> , <i>Oncorhynchus apache</i> and <i>Oncorhynchus chrysogaster</i> )	
0302.12			太平洋さけ(オンコルヒュンク ス・ネルカ、オンコルヒュンク ス・ゴルプスカ、オンコルヒュ ンクス・ケタ、オンコルヒュン クス・トスカウイトスカ、オン コルヒュンクス・キストク、オ ンコルヒュンクス・マソウ及び オンコルヒュンクス・ロデュル ス)、大西洋さけ(サルモ・サラ ル)及びドナウさけ(フコ・フ コ)	5%	4.1%	3.8%			Pacific salmon ( <i>Oncorhynchus nerka</i> , <i>Oncorhynchus gorbuscha</i> , <i>Oncorhynchus keta</i> , <i>Oncorhynchus tschawytscha</i> , <i>Oncorhynchus kisutch</i> , <i>Oncorhynchus masou</i> and <i>Oncorhynchus rhodurus</i> ), Atlantic salmon ( <i>Salmo salar</i> ) and Danube salmon ( <i>Hucho hucho</i> )	

(注) 0301.99-2のうち 生きているにしん(クルベア属のもの)、たら(ガドゥス属、テラグラ属又はメルルシウス属のもの)、ぶり(セリオラ属のもの)、さば(スコムベル属のもの)、いわし(エトルメウス属、サルディノプス属又はエングラウリス属のもの)、あじ(トラクルス属又はデカプテルス属のもの)及びさんま(コロラビス属のもの)IQ (Note) ex 0301.99-2 Nisin (*Clupea spp.*), Tara (*Gadus spp.*, *Theragra spp.* and *Merluccius spp.*), Buri (*Seriola spp.*), Saba (*Scomber spp.*), Iwashi (*Etrumeus spp.*, *Sardinops spp.* and *Engraulis spp.*), Aji (*Trachurus spp.* and *Decapterus spp.*) and Samma (*Cololabis spp.*), live: IQ

03.02のうち 生鮮の又は冷蔵したにしん(クルベア属のもの)、たら(ガドゥス属、テラグラ属又はメルルシウス属のもの)及びその卵、ぶり(セリオラ属のもの)、さば(スコムベル属のもの)、いわし(エトルメウス属、サルディノプス属又はエングラウリス属のもの)、あじ(トラクルス属又はデカプテルス属のもの)及びさんま(コロラビス属のもの)IQ ex 03.02 Nishin (*Clupea spp.*), Tara (*Gadus spp.*, *Theragra spp.* and *Merluccius spp.*), Iwashi (*Etrumeus spp.*, *Sardinops spp.* and *Engraulis spp.*), Aji (*Trachurus spp.* and *Decapterus spp.*) and Samma (*Cololabis spp.*), fresh or chilled: IQ

生鮮の又は冷蔵したさけ及びます(中華人民共和国、北朝鮮及び台湾を原産地又は船積地域とするもの) 二号承認  
まぐろ(びん長まぐろを除くもの)とし、生鮮又は冷蔵したものに限る。又はかじき(めかじきを含むもの)とし、生鮮又は冷蔵したものに限る。)で船舶により輸入するもの 事前確認  
生鮮の又は冷蔵した魚(本邦の区域に属さない海面を船積地域とするもの) 二号承認  
03.02 食品衛生法 Salmon and Trout, fresh or chilled, originated in or shipped from China, North Korea and Taiwan: Item 2 Approval  
Tuna (excluding albacore or longfinned tunas) and marlin (including sword fish), fresh or chilled, imported by ship: Prior Confirmation  
Fish, fresh or chilled, shipped from outside of Japanese water: Item 2 Approval  
03.02 Food Sanitation Law

番号 No.	統計 細分 Stat Code No.	N A C S 用	品 名	税 率 Rate of Duty					単位 Unit	Description
				基本 General	協定 WTO		特 恵 Prefer- ential	暫 定 Tempo- rary		
					12/31/97	1/1/98				
0302.12			-太平洋さけ(オンコルヒュンクス・ネルカ、オンコルヒュンクス・ゴルブスカ、オンコルヒュンクス・ケタ、オンコルヒュンクス・トスカウイトスカ、オンコルヒュンクス・キストク、オンコルヒュンクス・マソウ及びオンコルヒュンクス・ロデュルス)						Pacific salmon ( <i>Oncorhynchus nerka</i> , <i>Oncorhynchus gorbusha</i> , <i>Oncorhynchus keta</i> , <i>Oncorhynchus tshawytscha</i> , <i>Oncorhynchus kisutch</i> , <i>Oncorhynchus masou</i> and <i>Oncorhynchus rhodurus</i> )	
	011	4	--べにざげ(オンコルヒュンクス・ネルカ)					KG	Red salmon ( <i>Oncorhynchus nerka</i> )	
	012	5	--ぎんざげ(オンコルヒュンクス・キストク)					KG	Silver salmon ( <i>Oncorhynchus kisutch</i> )	
	019	5	--その他のもの					KG	Other	
	020	6	-大西洋さけ(サルモ・サラル)及びドナウさけ(フコ・フコ)					KG	Atlantic salmon ( <i>Salmo salar</i> ) and Danube salmon ( <i>Hucho hucho</i> )	
0302.19	000	0	その他のもの	5%	4.1%	3.8%		KG	Other	
			ひらめ・かれい類(かれい科、ひらめ科、うしのした科、ささうしのした科、スコフタルミダエ科又はこげひらめ科のもの。肝臓、卵及びしらを除く。)						Flat fish ( <i>Pleuronectidae</i> , <i>Bothidae</i> , <i>Cynoglossidae</i> , <i>Soleidae</i> , <i>Scophthalmidae</i> and <i>Citharidae</i> ), excluding livers and roes:	
0302.21	000	5	ハリバット(レインハルトティウス・ヒポグロソイデス、ヒポグロスス・ヒポグロスス及びヒポグロスス・ステノレピス)	5%	4.1%	3.8%		KG	Halibut ( <i>Reinhardtius hippoglossoides</i> , <i>Hippoglossus hippoglossus</i> , <i>Hippoglossus stenolepis</i> )	
0302.22	000	4	ブレイス(プレウロネクテス・プラテサ)	5%	4.1%	3.8%		KG	Plaice ( <i>Pleuronectes platessa</i> )	
0302.23	000	3	ソール(ソレア属のもの)	5%	4.1%	3.8%		KG	Sole ( <i>Solea spp.</i> )	
0302.29	000	4	その他のもの	5%	4.1%	3.8%		KG	Other	
			まぐろ(トゥヌス属のもの)及びかつお(エウティヌス(カツオヌス)・ペラミス)(肝臓、卵及びしらを除く。)						Tunas (of the genus <i>Thunnus</i> ), skipjack or stripe-bellied bonito ( <i>Euthynnus (Katsuwonus) pelamis</i> ), excluding livers and roes:	
0302.31	000	2	びんながまぐろ(トゥヌス・アラランガ)	5%	4.1%	3.8%		KG	Albacore or longfinned tunas ( <i>Thunnus alalunga</i> )	
0302.32	000	1	きはだまぐろ(トゥヌス・アルバカレス)	5%	4.1%	3.8%		KG	Yellowfin tunas ( <i>Thunnus albacares</i> )	
0302.33	000	0	かつお	5%	4.1%	3.8%		KG	Skipjack or stripe-bellied bonito	
0302.39			その他のもの	5%	4.1%	3.8%			Other	
	010	4	-くろまぐろ					KG	Bluefin tunas	
	020	0	-めばちまぐろ					KG	Big-eye tunas	
	030	3	-みなみまぐろ					KG	Southern bluefin tunas	
	090	0	-その他のもの					KG	Other	
0302.40	000	0	にしん(クルベア・ハレングス及びクルベア・パラスィイ。肝臓、卵及びしらを除く。)	10%				KG	Herrings ( <i>Clupea harengus</i> , <i>Clupea pallasii</i> ), excluding livers and roes	
0302.50	000	4	コッド(ガドゥス・モルア、ガドゥス・オガク及びガドゥス・マクローケファルス。肝臓、卵及びしらを除く。)	10%				KG	Cod ( <i>Gadus morhua</i> , <i>Gadus ogac</i> , <i>Gadus macrocephalus</i> ), excluding livers and roes	
			その他の魚(肝臓、卵及びしらを除く。)						Other fish, excluding livers and roes:	

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty					単位 Unit	Description
				基本 General	協 定 WTO		特 恵 Prefer- ential	暫 定 Tempo- rary		
					12/31/97	1/1/98				
0302.61			いわし(スプラトゥス・スプラ トゥス、サルディナ・ピルカル ドゥス及びサルディノプス属又 はサルディネルラ属のもの)						Sardines ( <i>Sardina pilchardus</i> , <i>Sardinops spp.</i> ), sardinella ( <i>Sardinella spp.</i> ), brisling or sprats ( <i>Sprattus sprattus</i> ):	
	010	3	1 サルディノプス属のもの	10%				KG	1 Of <i>Sardinops spp.</i>	
	090	6	2 その他のもの	5%	4.1%	3.8%		KG	2 Other	
0302.62	000	6	ハドック(メラノグラムス・ アイグレフィヌス)	5%	4.1%	3.8%		KG	Haddock ( <i>Melanogrammus aeglefinus</i> )	
0302.63	000	5	コールフィッシュ(ポルラキウ ス・ヴィレンス)	5%	4.1%	3.8%		KG	Coalfish ( <i>Pollachius virens</i> )	
0302.64	000	4	さば(スコムベル・スコムブル ス、スコムベル・アウストラ シクス及びスコムベル・ヤボニ クス)	10%				KG	Mackerel ( <i>Scomber scombrus</i> , <i>Scomber australasicus</i> , <i>Scomber japonicus</i> )	
0302.65	000	3	さめ	5%	2.9%	2.7%		KG	Dogfish and other sharks	
0302.66	000	2	うなぎ(アングイルラ属のもの)	5%	4.1%	3.8%		KG	Eels ( <i>Anguilla spp.</i> )	
0302.69			その他のもの						Other	
			1 にしん(クルベア属のもの)、 たら(ガドゥス属、テラグラ 属又はメルルシウス属のも の)、ぶり(セリオール属のも の)、さば(スコムベル属のも の)、いわし(エトルメウス属 又はエングラウリス属のも の)、あじ(トラクルス属又は デカプテルス属のもの)及び さんま(コロラビス属のもの)	10%					1 Nishin ( <i>Clupea spp.</i> ), Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> ), Buri ( <i>Seriola spp.</i> ), Saba ( <i>Scomber spp.</i> ), Iwashi ( <i>Etrumeus spp.</i> and <i>Engraulis spp.</i> ), Aji ( <i>Trachurus spp.</i> and <i>Decapterus spp.</i> ) and Samma ( <i>Cololabis spp.</i> ):	
	011	3	-ぶり					KG	Buri	
	012	4	-たら					KG	Tara	
	013	5	-あじ					KG	Aji	
	019	4	-その他のもの					KG	Other	
			2 その他のもの	5%					2 Other	
			-バラクーダ(かます科又は くろたちかます科のもの)、 キングクリップ及びたい		2.4%	2.2%			Barracouta ( <i>Sphyraenidae and Gempylidae</i> ), king-clip and sea breams	
	021	6	--たい					KG	Sea breams	
	029	0	--その他のもの					KG	Other	
			-その他のもの		4.1%	3.8%			Other	
	091	6	--かじき(めかじきを含 む。)					KG	Marlin (including swordfish)	
	092	0	--さわら					KG	Spanish mackerel	
	093	1	--たちうお					KG	Hairtails	
	094	2	--ふぐ					KG	Fugu	
	095	3	--にべ					KG	Croakers	
	099	0	--その他のもの					KG	Other	
0302.70			肝臓、卵及びしらこ						Livers and roes:	
			1 にしん(クルベア属のもの)又は たら(ガドゥス属、テラグラ属 又はメルルシウス属のもの)の 卵	10%					1 Hard roes of Nishin ( <i>Clupea spp.</i> ) and Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> )	

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty					単位 Unit	Description
				基本 General	協定 WTO		特 恵 Prefer- ential	暫 定 Tempo- rary		
					12/31/97	1/1/98				
(0302.70)	010	1	-にしん(クルベア属のもの)の卵		6.6%	6.1%			KG	Hard roes of Nishin ( <i>Clupea spp.</i> )
	020	4	-たら(ガドゥス属、テラグラ属又はメルルシウス属のもの)の卵						KG	Hard roes of Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> )
	090	4	2 その他のもの	5%	4.1%	3.8%			KG	2 Other
03.03			魚(冷凍したものに限りとし、第03.04項の魚のフィレその他の魚肉を除く。)							Fish, frozen, excluding fish fillets and other fish meat of heading No.03.04:
0303.10			太平洋さけ(オンコルヒュンクス・ネルカ、オンコルヒュンクス・ゴルプスカ、オンコルヒュンクス・ケタ、オンコルヒュンクス・トスカウイトスカ、オンコルヒュンクス・キストク、オンコルヒュンクス・マソウ及びオンコルヒュンクス・ロデュルス。肝臓、卵及びしらを除く。)	5%	4.1%	3.8%				Pacific salmon ( <i>Oncorhynchus nerka</i> , <i>Oncorhynchus gorbuscha</i> , <i>Oncorhynchus keta</i> , <i>Oncorhynchus tshawytscha</i> , <i>Oncorhynchus kisutch</i> , <i>Oncorhynchus masou</i> and <i>Oncorhynchus rhodurus</i> ), excluding livers and roes
	010	3	-ベにぎげ(オンコルヒュンクス・ネルカ)						KG	Red salmon ( <i>Oncorhynchus nerka</i> )
	020	6	-ざんぎげ(オンコルヒュンクス・キストク)						KG	Silver salmon ( <i>Oncorhynchus kisutch</i> )
	090	6	-その他のもの その他のさけ科のもの(肝臓、卵及びしらを除く。)						KG	Other Other salmonidae, excluding livers and roes:
0303.21	000	3	ます(サルモ・トルタ、オンコルヒュンクス・ミキス、オンコルヒュンクス・クラルキ、オンコルヒュンクス・アグアボニタ、オンコルヒュンクス・ギラエ、オンコルヒュンクス・アバケ及びオンコルヒュンクス・クリゾガステル)	5%	4.1%	3.8%			KG	Trout ( <i>Salmo trutta</i> , <i>Oncorhynchus mykiss</i> , <i>Oncorhynchus clarki</i> , <i>Oncorhynchus aguabonita</i> , <i>Oncorhynchus gilae</i> , <i>Oncorhynchus apache</i> and <i>Oncorhynchus chrysogaster</i> )
0303.22	000	2	大西洋さけ(サルモ・サラル)及びドナウさけ(フコ・フコ)	5%	4.1%	3.8%			KG	Atlantic salmon ( <i>Salmo salar</i> ) and Danube salmon ( <i>Hucho hucho</i> )
0303.29	000	2	その他のもの ひらめ・かれい類(かれい科、ひらめ科、うしのした科、ささうしのした科、スコフタルミダエ科又はこけびらめ科のもの。肝臓、卵及びしらを除く。)	5%	4.1%	3.8%			KG	Other Flat fish ( <i>Pleuronectidae</i> , <i>Bothidae</i> , <i>Cynoglossidae</i> , <i>Soleidae</i> , <i>Scophthalmidae</i> and <i>Citharidae</i> ), excluding livers and roes:
0303.31	000	0	ハリバット(レインハルトティウス・ヒポグロソイデス、ヒポグロス・ヒポグロス及びヒポグロス・ステノレピス)	5%	4.1%	3.8%			KG	Halibut ( <i>Reinhardtius hippoglossoides</i> , <i>Hippoglossus hippoglossus</i> , <i>Hippoglossus stenolepis</i> )

(注) 03.03のうち 冷凍したにしん(クルベア属のもの)、たら(ガドゥス属、テラグラ属又はメルルシウス属のもの)及びその卵、ぶり(セリオラ属のもの)、さば(スコムベル属のもの)、いわし(エトルメウス属、サルディノプス属又はエングラウリス属のもの)、あじ(トラクルス属又はデカプテルス属のもの)及びさんま(コララビス属のもの) IQ  
 冷凍したさけ及びます(中華人民共和国、北朝鮮及び台湾を原産地又は船積地域とするもの) 二号承認  
 まぐろ(びん長まぐろ及び冷凍したくろまぐろを除くものとし、冷凍のものに限る。)又はかじき(めかじきを含むものとし、冷凍のものに限る。)で船舶により輸入するもの 事前確認  
 冷凍したくろまぐろ 事前確認  
 冷凍した魚(本邦の区域に属さない海面を船積地域とするもの) 二号承認

(Note) ex 03.03 Nishin (*Clupea spp.*), Tara (*Gadus spp.*, *Theragra spp.* and *Merluccius spp.*), Buri (*Seriola spp.*), Saba (*Scomber spp.*), Iwashi (*Etrumeus spp.*, *Sardinops spp.* and *Engraulis spp.*), Aji (*Trachurus spp.* and *Decapterus spp.*) and Samma (*Cololabis spp.*), frozen: IQ

Salmon and Trout frozen, originated in or shipped from China, North Korea and Taiwan: Item 2 Approval  
 Tuna (excluding albacores longfinned tunas and bluefin tunas, frozen) or marlin (including sword fish) frozen, imported by ship: Prior Confirmation  
 Bluefin tunas: Prior Confirmation  
 Fish, frozen, shipped from outside of Japanese water: Item 2 Approval

03.03 食品衛生法 03.03 Food Sanitation Law

番号 No.	統計 細分 Code No.	N A C S 用	品 名	税 率 Rate of Duty				単位 Unit	Description	
				基 本 General	協 定 WTO		特 恵 Prefer- ential			暫 定 Tempo- rary
					12/31/97	1/1/98				
0303.32	000	6	ブレイス(プレウロネクテス・ブラテサ)	5%	4.1%	3.8%		KG	Plaice ( <i>Pleuronectes platessa</i> )	
0303.33	000	5	ソール(ソレア属のもの)	5%	4.1%	3.8%		KG	Sole ( <i>Solea spp.</i> )	
0303.39	000	6	その他のもの	5%	4.1%	3.8%		KG	Other	
			まぐろ(トッヌス属のもの)及びかつお(エウティヌス(カツオヌス)・ペラミス)(肝臓、卵及びしらを除く。)						Tunas (of the genus <i>Thunnus</i> ), skipjack or stripe-bellied bonito ( <i>Euthynnus (Katsuwonus) pelamis</i> ), excluding livers and roes:	
0303.41	000	4	びんながまぐろ(トッヌス・アラルンガ)	5%	4.1%	3.8%		KG	Albacore or longfinned tunas ( <i>Thunnus alalunga</i> )	
0303.42	000	3	きはだまぐろ(トッヌス・アルバカレス)	5%	4.1%	3.8%		KG	Yellowfin tunas ( <i>Thunnus albacares</i> )	
0303.43	000	2	かつお	5%	4.1%	3.8%		KG	Skipjack or stripe-bellied bonito	
0303.49			その他のもの	5%	4.1%	3.8%			Other	
	010	6	-くろまぐろ					KG	Bluefin tunas	
	020	2	-めばちまぐろ					KG	Big-eye tunas	
	030	5	-みなみまぐろ					KG	Southern bluefin tunas	
	090	2	-その他のもの					KG	Other	
0303.50	000	2	にしん(クルベア・ハレングス及びクルベア・パラスィイ。肝臓、卵及びしらを除く。)	10%	6%	6%		KG	Herrings ( <i>Clupea harengus</i> , <i>Clupea pallasii</i> ), excluding livers and roes	
0303.60	000	6	コッド(ガドゥス・モルア、ガドゥス・オガク及びガドゥス・マクロケファルス。肝臓、卵及びしらを除く。)	10%	6%	6%		KG	Cod ( <i>Gadus morhua</i> , <i>Gadus ogac</i> , <i>Gadus macrocephalus</i> ), excluding livers and roes	
			その他の魚(肝臓、卵及びしらを除く。)						Other fish, excluding livers and roes:	
0303.71			いわし(スプラトゥス・スプラトゥス、サルディナ・ビルカルドゥス及びサルディノプス属又はサルディネルラ属のもの)						Sardines ( <i>Sardina pilchardus</i> , <i>Sardinops spp.</i> ), sardinella ( <i>Sardinella spp.</i> ), brisling or sprats ( <i>Sprattus sprattus</i> ):	
	010	5	1 サルディノプス属のもの	10%				KG	1 Of <i>Sardinops spp.</i>	
	090	1	2 その他のもの	5%	4.1%	3.8%		KG	2 Other	
0303.72	000	1	ハドック(メラノグララムス・アイグレフィヌス)	5%	4.1%	3.8%		KG	Haddock ( <i>Melanogrammus aeglefinus</i> )	
0303.73	000	0	コールフィッシュ(ポルラキウス・ヴィレンス)	5%	4.1%	3.8%		KG	Coalfish ( <i>Pollachius virens</i> )	
0303.74	000	6	さば(スコムベル・スコムブルス、スコムベル・アウストララシクス及びスコムベル・ヤポニクス)	(10%)			8.2%	KG	Mackerel ( <i>Scomber scombrus</i> , <i>Scomber australasicus</i> , <i>Scomber japonicus</i> )	
0303.75	000	5	さめ	5%	2.9%	2.7%		KG	Dogfish and other sharks	
0303.76	000	4	うなぎ(アンギルラ属のもの)	5%	4.1%	3.8%		KG	Eels ( <i>Anguilla spp.</i> )	
0303.77	000	3	シーバス(ディケントラルクス・ラブラクス及びディケントラルクス・プンクタトゥス)	5%	4.1%	3.8%		KG	Sea bass ( <i>Dicentrarchus labrax</i> , <i>Dicentrarchus punctatus</i> )	
0303.78			ヘイク(メルルシウス属又はウロフェキス属のもの)						Hake ( <i>Merluccius spp.</i> , <i>Urophycis spp.</i> )	
	010	5	1 メルルシウス属のもの	10%	6%	6%		KG	1 Of <i>Merluccius spp.</i>	
	090	1	2 ウロフェキス属のもの	5%	4.1%	3.8%		KG	2 Of <i>Urophycis spp.</i>	

番号 No.	統計 細分 Code No.	N A C C S 用	品 名	税 率 Rate of Duty				単位 Unit	Description	
				基本 General	協 定 WTO		特 恵 Prefer- ential			暫 定 Tempo- rary
					12/31/97	1/1/98				
0303.79			その他のもの					Other:		
			1 にしん(クルベア属のもの)、 たら(ガドゥス属又はテラグラ 属のもの)、ぶり(セリオ ラ属のもの)、さば(スコム ベル属のもの)、いわし(エトル メウス属又はエングラウリス 属のもの)、あじ(トラクルス 属又はデカプテルス属のも の)及びさんま(コララビス属 のもの)	10%				1 Nishin ( <i>Clupea spp.</i> ), Tara ( <i>Gadus spp.</i> and <i>Theragra spp.</i> ), Buri ( <i>Seriola spp.</i> ), Saba ( <i>Scomber spp.</i> ), Iwashi ( <i>Etrumeus spp.</i> and <i>Engraulis spp.</i> ), Aji ( <i>Trachurus spp.</i> and <i>Decapterus spp.</i> ) and Samma ( <i>Cololabis spp.</i> )		
			-にしん(クルベア属のもの) 及びたら(ガドゥス属又は テラグラ属のもの)		6%	6%		Nishin ( <i>Clupea spp.</i> ) and Tara ( <i>Gadus spp.</i> and <i>Theragra spp.</i> )		
	011	5	--にしん(クルベア属のも の)				KG	Nishin ( <i>Clupea spp.</i> )		
	019	6	--その他のもの				KG	Other		
			-ぶり(セリオラ属のも の)、さば(スコムベル属の もの)、いわし(エトルメウ ス属又はエングラウリス属 のもの)、あじ(トラクルス 属又はデカプテルス属のも の)及びさんま(コララビス 属のもの)					Buri ( <i>Seriola spp.</i> ), Saba ( <i>Scomber spp.</i> ), Iwashi ( <i>Etrumeus spp.</i> and <i>Engraulis spp.</i> ), Aji ( <i>Trachurus spp.</i> and <i>Decapterus spp.</i> ) and Samma ( <i>Cololabis spp.</i> ):		
	021	1	--あじ				KG	Aji		
	022	2	--ぶり				KG	Buri		
	023	3	--さんま				KG	Samma		
	029	2	--その他のもの				KG	Other		
			2 その他のもの	5%				2 Other		
			-バラクーダ(かます科又は くろたちかます科のもの)、 キングクリップ及びたい		2.4%	2.2%		Barracouta ( <i>Sphyraenidae</i> and <i>Gempylidae</i> ), king-clip and sea breams		
	031	4	--たい				KG	Sea breams		
	039	5	--その他のもの				KG	Other		
	040	6	-ししやも		3.3%	3%	KG	Shishamo		
			-その他のもの		4.1%	3.8%		Other		
	091	1	--かじき(めかじきを除 く。)				KG	Marlin (excluding swordfish)		
	092	2	--さわら				KG	Spanish mackerel		
	093	3	--たちうお				KG	Hairtails		
	094	4	--にべ				KG	Croakers		
	095	5	--ふぐ				KG	Fugu		
	096	6	--めぬけ類(セバステス属 のものに限る。)				KG	Menuke ( <i>Sebastes spp.</i> )		
	097	0	--ぎんだら				KG	Sable fish		
	098	1	--めかじき				KG	Swordfish		
	099	2	--その他のもの				KG	Other		
0303.80			肝臓、卵及びしらこ					Livers and roes:		
	010	3	1 にしん(クルベア属のもの)の卵	6%	4.8%	4.4%	KG	1 Hard roes of Nishin ( <i>Clupea spp.</i> )		

番号 No.	統計 細分 Code No.	N A C C S 用	品 名	税 率 Rate of Duty				単位 Unit	Description	
				基 本 General	協 定 WTO		特 恵 Prefer- ential			暫 定 Tempo- rary
					12/31/97	1/1/98				
(0303.80)	020	6	2 たら(ガドゥス属、テラグラ属 又はメルルシウス属のもの)の 卵	(10%)	(6%)	(6%)		4.9%	KG	2 Hard roes of Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> )
	090	6	3 その他のもの	5%	4.1%	3.8%			KG	3 Other
03.04			魚のフィレその他の魚肉(生鮮のもの 及び冷蔵し又は冷凍したものに 限るものとし、細かく切り刻んで あるかないかを問わない。)							Fish fillets and other fish meat (whether or not minced), fresh, chilled or frozen:
0304.10			生鮮のもの及び冷蔵したもの							Fresh or chilled:
			1 フィレ							1 Fillets
	110	3	(1) にしん(クルベア属のもの)、 たら(ガドゥス属、テラグラ属 又はメルルシウス属のもの)、 ぶり(セリオラ属のもの)、 さば(スコムベル属のもの)、 いわし(エトルメウス属、 サルディノプス属又は エングラウリス属のもの)、 あじ(トラクルス属又は デカプテルス属のもの)及び さんま(コロラビス属のもの)	10%					KG	(1) Nishin ( <i>Clupea spp.</i> ), Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> ), Buri ( <i>Seriola spp.</i> ), Saba ( <i>Scomber spp.</i> ), Iwashi ( <i>Etrumeus spp.</i> , <i>Sardinops spp.</i> and <i>Engraulis spp.</i> ), Aji ( <i>Trachurus spp.</i> and <i>Decapterus spp.</i> ) and Samma ( <i>Cololabis spp.</i> )
			(2) その他のもの	5%	4.1%	3.8%				(2) Other
	191	0	-くろまぐろ						KG	Bluefin tunas
	192	1	-みなまぐろ						KG	Southern bluefin tunas
	199	1	-その他のもの						KG	Other
			2 その他のもの							2 Other
	210	5	(1) にしん(クルベア属のもの)、 たら(ガドゥス属、テラグラ属 又はメルルシウス属のもの)、 ぶり(セリオラ属のもの)、 さば(スコムベル属のもの)、 いわし(エトルメウス属、 サルディノプス属又は エングラウリス属のもの)、 あじ(トラクルス属又は デカプテルス属のもの)及び さんま(コロラビス属のもの)	10%					KG	(1) Nishin ( <i>Clupea spp.</i> ), Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> ), Buri ( <i>Seriola spp.</i> ), Saba ( <i>Scomber spp.</i> ), Iwashi ( <i>Etrumeus spp.</i> , <i>Sardinops spp.</i> and <i>Engraulis spp.</i> ), Aji ( <i>Trachurus spp.</i> and <i>Decapterus spp.</i> ) and Samma ( <i>Cololabis spp.</i> )
			(2) その他のもの	5%						(2) Other

(注) 03.04のうち  
にしん(クルベア属のもの)、たら(ガドゥス属、  
テラグラ属又はメルルシウス属のもの)、ぶり  
(セリオラ属のもの)、さば(スコムベル属の  
もの)、いわし(エトルメウス属、サルディノ  
プス属又はエングラウリス属のもの)、あじ(トラ  
クルス属又はデカプテルス属のもの)及びさん  
ま(コロラビス属のもの)のフィレその他の魚肉  
(生鮮のもの及び冷蔵し又は冷凍したものに  
限る。)IQ  
さげ及びますのフィレその他の魚肉(生鮮のもの  
及び冷蔵し又は冷凍したものに限る。)(中華  
人民共和国、北朝鮮及び台湾を原産地又は船積  
地域とするもの) 二号承認  
まぐろ(びん長まぐろ及び冷凍したくろまぐろ  
を除くものとし、生鮮、冷蔵又は冷凍のものに  
限る。)のフィレその他の魚肉又はかじき(めか  
じきを含むものとし、生鮮、冷蔵又は冷凍のもの  
に限る。)で船舶により輸入するもの 事前確  
認  
冷凍したくろまぐろのフィレ 事前確認  
魚のフィレその他の魚肉(生鮮のもの及び冷蔵  
し又は冷凍したものに限る。)(本邦の区域に属  
さない海面を船積地域とするもの) 二号承認

03.04 食品衛生法

(Note) ex 03.04

Fish fillets and other fish meat (whether or not  
minced) of Nishin (*Clupea spp.*), Tara (*Gadus spp.*,  
*Theragra spp.* and *Merluccius spp.*), Buri (*Seriola  
spp.*), Saba (*Scomber spp.*), Iwashi (*Etrumeus spp.*,  
*Sardinops spp.* and *Engraulis spp.*), Aji (*Trachurus  
spp.* and *Decapterus spp.*) and Samma (*Cololabis spp.*), fresh,  
chilled or frozen: IQ

Fish fillets and other fish meat (whether or not  
minced) of Salmon and Trout, fresh chilled or  
frozen, originated in or shipped from China, North  
Korea and Taiwan: Item 2 Approval  
Fish fillets and other fish meat (whether or not  
minced) of Tuna (excluding albacore or longfinned  
tunas and bluefin tunas, frozen) or marlin  
(including sword fish), fresh, chilled or frozen,  
imported by ship: Prior Confirmation

Bluefin tunas, frozen fillets: Prior Confirmation  
Fish fillets and other fish meat, fresh, chilled or  
frozen, shipped from outside of Japanese water: Item  
2 Approval

03.04 Food Sanitation Law

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty					単位 Unit	Description
				基本 General	協定 WTO		特恵 Prefer- ential	暫定 Tempo- rary		
					12/31/97	1/1/98				
0304.10	220	1	-バラクーダ(かます科又はくろたちかます科のもの)、キングクリップ及びびたい		2.4%	2.2%			KG	Barracouta (Sphyraenidae and Gempylidae), king-clip and sea breams
	230	4	-さめ		2.9%	2.7%			KG	Dogfish and other sharks
			-その他のもの		4.1%	3.8%				Other
	291	2	--くろまぐろ						KG	Bluefin tunas
	292	3	--みなみまぐろ						KG	Southern bluefin tunas
	299	3	--その他のもの						KG	Other
0304.20			冷凍したフィレ							Frozen fillets
	010	5	1 にしん(クルベア属のもの)、たら(ガドゥス属、テラグラ属又はメルルシウス属のもの)、ぶり(セリオウラ属のもの)、さば(スコムベル属のもの)、いわし(エトルメウス属、サルディノプス属又はエングラウリス属のもの)、あじ(トラクルス属又はデカプテルス属のもの)及びさんま(コロラビス属のもの)	10%					KG	1 Nishin ( <i>Clupea spp.</i> ), Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> ), Buri ( <i>Seriola spp.</i> ), Saba ( <i>Scomber spp.</i> ), Iwashi ( <i>Etrumeus spp.</i> , <i>Sardinops spp.</i> and <i>Engraulis spp.</i> ), Aji ( <i>Trachurus spp.</i> and <i>Decapterus spp.</i> ) and Samma ( <i>Cololabis spp.</i> )
			2 その他のもの	5%	4.1%	3.8%				2 Other
	091	2	-まぐろ(くろまぐろ及びみなみまぐろを除く。)						KG	Tunas, excluding Bluefin tunas and Southern bluefin tunas
	092	3	-くろまぐろ						KG	Bluefin tunas
	094	5	-みなみまぐろ						KG	Southern bluefin tunas
	093	4	-かじき(めかじきを含む。)						KG	Marlin (including sword fish)
	095	6	-メロ(マジェランアイナメ)						KG	Mero ( <i>Merluza negra</i> )
	099	3	-その他のもの						KG	Other
0304.90			その他のもの							Other:
			1 にしん(クルベア属のもの)、たら(ガドゥス属、テラグラ属又はメルルシウス属のもの)、ぶり(セリオウラ属のもの)、さば(スコムベル属のもの)、いわし(エトルメウス属、サルディノプス属又はエングラウリス属のもの)、あじ(トラクルス属又はデカプテルス属のもの)及びさんま(コロラビス属のもの)	10%						1 Nishin ( <i>Clupea spp.</i> ), Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> ), Buri ( <i>Seriola spp.</i> ), Saba ( <i>Scomber spp.</i> ), Iwashi ( <i>Etrumeus spp.</i> , <i>Sardinops spp.</i> and <i>Engraulis spp.</i> ), Aji ( <i>Trachurus spp.</i> and <i>Decapterus spp.</i> ) and Samma ( <i>Cololabis spp.</i> )
			-にしん(クルベア属のもの)及びたら(ガドゥス属、テラグラ属又はメルルシウス属のもの)		6%	6%				Nishin ( <i>Clupea spp.</i> ) and Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> )
	011	6	--にしん						KG	Nishin
			--たら							Tara
			---冷凍すり身のもの					4.9%		Surimi, frozen:
	013	1	----すけそうだらのもの						KG	<i>Teragra chalcogramma</i>
	014	2	----その他のもの						KG	Other
	019	0	----その他のもの						KG	Other

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty					単位 Unit	Description
				基本 General	協 定 WTO		特 恵 Prefer- ential	暫 定 Temporary		
					12/31/97	1/1/98				
(0304.90)	020	1	-ぶり(セリオラ属のもの)、 さば(スコムベル属のもの)、 いわし(エトルメウス属、サ ルディノプス属又はエングラ ウリス属のもの)、あじ(トラ クルス属又はデカプテルス属 のもの)及びさんま(コロラビ ス属のもの)						KG	Buri ( <i>Seriola spp.</i> ), Saba ( <i>Scomber spp.</i> ), Iwashi ( <i>Etrumeus spp.</i> , <i>Sardinops spp.</i> and <i>Engraulis spp.</i> ), Aji ( <i>Trachurus spp.</i> and <i>Decapterus spp.</i> ) and Samma ( <i>Cololabis spp.</i> )
		2	その他のもの	5%					KG	2 Other
	030	4	-バラクーダ(かます科又はく ろたちかます科のもの)、キ ングクリップ及びたい		2.4%	2.2%			KG	Barracouta ( <i>Sphyraenidae</i> and <i>Gempylidae</i> ), king-clip and sea breams
	040	0	-さめ		2.9%	2.7%			KG	Dogfish and other sharks
	050	3	-ししやも		3.3%	3%			KG	Shishamo
			-その他のもの		4.1%	3.8%			KG	Other
	091	2	--くろまぐろ						KG	Bluefin tunas
	092	3	--さわら						KG	Spanish mackerel
	093	4	--にべ						KG	Croakers
	094	5	--ふぐ						KG	Fugu
	095	6	--いとより(すり身のものに 限る。)						KG	Itoyori, Surimi
	096	0	--みなみまぐろ						KG	Southern bluefin tunas
	099	3	--その他のもの						KG	Other
03.05			魚(乾燥し、塩蔵し又は塩水漬けし たものに限る。)、くん製した魚(く ん製する前に又はくん製する際に加 熱による調理をしてあるかないかを 問わない。)並びに魚の粉、ミール及 びベレット(食用に適するものに限 る。)							Fish, dried, salted or in brine; smoked fish, whether or not cooked before or during the smoking proc- ess; flours, meals and pellets of fish, fit for human consumption:
0305.10	000	3	魚の粉、ミール及びベレット(食 用に適するものに限る。)	15%	12%	11%			KG	Flours, meals and pellets of fish, fit for human consumption
0305.20			肝臓、卵及びしらこ(乾燥し、く ん製し、塩蔵し又は塩水漬けした ものに限る。)							Livers and roes, dried, smoked, salted or in brine
	010	3	1 にしん(クルベア属のもの)の卵 (こんぶかずのこを除く。)	12%	9.8%	9.1%			KG	1 Hard roes of Nishin ( <i>Clupea spp.</i> ) other than Nishin rose on the tangles
	030	2	2 さけ科のもの卵	5%	4.1%	3.8%			KG	2 Hard roes of Salmonidae
			3 たら(ガドゥス属、テラグラ属 又はメルルシウス属のもの)の 卵及びこんぶかずのこ	15%						3 Hard roes of Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> ) and Nishin rose on the tangles

(注) 03.05のうち

乾燥し、塩蔵し又は塩水漬けしたにしん(クルベア属のもの)、たら(ガドゥス属、テラグラ属又はメルルシウス属のもの)、ぶり(セリオラ属のもの)、さば(スコムベル属のもの)、いわし(エトルメウス属、サルディノプス属又はエングラウリス属のもの)、あじ(トラクルス属又はデカプテルス属のもの)及びさんま(コロラビス属のもの)並びにそれらの魚種のフィッシュミール、たら(ガドゥス属、テラグラ属又はメルルシウス属のもの)の卵並びに煮干し IQ 乾燥し、塩蔵し、塩水漬けし又はくん製したさけ及びます(中華人民共和国、北朝鮮及び台湾を原産地又は船積地域とするもの) 二号承認 乾燥し、塩蔵し、塩水漬けし又はくん製した魚(本邦の区域に属さない海面を船積地域とするもの) 二号承認

03.05 食品衛生法

(Note) ex 03.05

Nishin (*Clupea spp.*), Tara (*Gadus spp.*, *Theragra spp.* and *Merluccius spp.*), Buri (*Seriola spp.*), Saba (*Scomber spp.*), Iwashi (*Etrumeus spp.*, *Sardinops spp.* and *Engraulis spp.*), Aji (*Trachurus spp.* and *Decapterus spp.*) and Samma (*Cololabis spp.*), dried, salted or in brine; fish meal fit of those fish; hard roes of Tara (*Gadus spp.*, *Theragra spp.* and *Merluccius spp.*), "Niboshi" (small boiled and dried fish for seasoning use): IQ

Salmon and Trout, dried, salted, in brine or smoked originated in or shipped from China, North Korea and Taiwan: Item 2 Approval  
Fish, dried, salted, in brine or smoked, shipped from outside of Japanese water: Item 2 Approval

03.05 Food Sanitation Law

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty					単位 Unit	Description
				基本 General	協定 12/31/97	WTO 1 / 1 / 98	特 恵 Prefer- ential	暫 定 Tempo- rary		
(0305.20)	020	6	- たら(ガドゥス属、テラグラ属又はメルルシウス属のもの)の卵		7.5%	7.5%			KG	Hard roes of Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> )
	040	5	- こんぶかずのこ		12%	11%			KG	Nishin roes on the tangles
	090	6	4 その他のもの	4%	3.3%	3%	無税 Free		KG	4 Other
0305.30			魚のフィレ(乾燥し、塩蔵し又は塩水漬けたものに限るものとし、くん製したものを除く。)							Fish fillets, dried, salted or in brine, but not smoked
	010	0	1 さけ科のもの	12%	9.8%	9.1%			KG	1 Salmonidae
			2 その他のもの	15%						2 Other
	020	3	- にしん(クルベア属のもの)、たら(ガドゥス属、テラグラ属又はメルルシウス属のもの)、ぶり(セリオラ属のもの)、さば(スコムベル属のもの)、いわし(エトルメウス属、サルディノプス属又はエングラウリス属のもの)、あじ(トラクルス属又はデカプテルス属のもの)及びさんま(コロラビス属のもの)						KG	Nishin ( <i>Clupea spp.</i> ), Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> ), Buri ( <i>Seriola spp.</i> ), Saba ( <i>Scomber spp.</i> ), Iwashi ( <i>Etrumeus spp.</i> , <i>Sardinops spp.</i> and <i>Engraulis spp.</i> ), Aji ( <i>Trachurus spp.</i> and <i>Decapterus spp.</i> ) and Samma ( <i>Cololabis spp.</i> )
	090	3	- その他のもの くん製した魚(フィレを含む。)		12.3%	11.4%			KG	Other Smoked fish, including fillets:
0305.41	000	0	太平洋さけ(オンコルヒュンクス・ネルカ、オンコルヒュンクス・ゴルブスカ、オンコルヒュンクス・ケタ、オンコルヒュンクス・トスカウイトスカ、オンコルヒュンクス・キストク、オンコルヒュンクス・マソウ及びオンコルヒュンクス・ロデュルス)、大西洋さけ(サルモ・サラル)及びドナウさけ(フコ・フコ)	15%	12.3%	11.4%			KG	Pacific salmon ( <i>Oncorhynchus nerka</i> , <i>Oncorhynchus gorbuscha</i> , <i>Oncorhynchus keta</i> , <i>Oncorhynchus tshawytscha</i> , <i>Oncorhynchus kisutch</i> , <i>Oncorhynchus masou</i> and <i>Oncorhynchus rhodurus</i> ), Atlantic salmon ( <i>Salmo salar</i> ) and Danube salmon ( <i>Hucho hucho</i> )
0305.42	000	6	にしん(クルベア・ハレングス及びクルベア・パラスィイ)	15%	12%	11%			KG	Herrings ( <i>Clupea harengus</i> , <i>Clupea pallasii</i> )
0305.49			その他のもの	15%	12%	11%				Other
	010	2	- たら(ガドゥス属、テラグラ属又はメルルシウス属のもの)						KG	Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> )
	090	5	- その他のもの				10% *無税 Free		KG	Other
			乾燥した魚(塩蔵してあるかないかを問わないものとし、くん製したものを除く。)							Dried fish, whether or not salted but not smoked:
0305.51	000	4	コッド(ガドゥス・モルア、ガドゥス・オガク及びガドゥス・マクロケファルス)	15%					KG	Cod ( <i>Gadus morhua</i> , <i>Gadus ogac</i> , <i>Gadus macrocephalus</i> )
0305.59			その他のもの							Other
	010	6	1 さけ科のもの	12%	9.8%	9.1%			KG	1 Salmonidae
			2 その他のもの	15%						2 Other

番号 No.	統計 細分 Stat. Code No.	N A C S 用	品 名	税 率 Rate of Duty					単位 Unit	Description
				基本 General	協 定 WTO		特 恵 Prefer- ential	暫 定 Tempo- rary		
					12/31/97	1/1/98				
(0305.59)	020	2	-にしん(クルベア属のもの)、たら(ガドゥス属、テラグラ属又はメルルシウス属のもの)、ぶり(セリオラ属のもの)、さば(スコムベル属のもの)、いわし(エトルメウス属、サルディノプス属又はエングラウリス属のもの)、あじ(トラクルス属又はデカプテルス属のもの)及びさんま(コロラビス属のもの)						KG	Nishin ( <i>Clupea spp.</i> ), Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> ), Buri ( <i>Seriola spp.</i> ), Saba ( <i>Scomber spp.</i> ), Iwashi ( <i>Etrumeus spp.</i> , <i>Sardinops spp.</i> and <i>Engraulis spp.</i> ), Aji ( <i>Trachurus spp.</i> and <i>Decapterus spp.</i> ) and Samma ( <i>Cololabis spp.</i> )
	090	2	-その他のもの 塩蔵した魚(乾燥し又はくん製したものを除く。)及び塩水漬けた魚		12.3%	11.4%			KG	Other Fish, salted but not dried or smoked and fish in brine:
0305.61	000	1	にしん(クルベア・ハレングス及びクルベア・パラスイイ)	15%					KG	Herrings ( <i>Clupea harengus</i> , <i>Clupea pallasii</i> )
0305.62	000	0	コッド(ガドゥス・モルア、ガドゥス・オガク及びガドゥス・マクロケファルス)	15%					KG	Cod ( <i>Gadus morhua</i> , <i>Gadus ogac</i> , <i>Gadus macrocephalus</i> )
0305.63	000	6	かたくちいわし(エングラウリス属のもの)	15%					KG	Anchovies ( <i>Engraulis spp.</i> )
0305.69			その他のもの							Other
	010	3	1 さけ科のもの	12%	9.8%	9.1%			KG	1 Salmonidae
	090	6	2 その他のもの	15%	12.3%	11.4%			KG	2 Other
03.06			甲殻類(生きているもの、生鮮のもの及び冷蔵し、冷凍し、乾燥し、塩蔵し又は塩水漬けたものに限るものとし、殻を除いてあるかないかを問わない。)、蒸気又は水煮による調理をした殻付きの甲殻類(冷蔵し、冷凍し、乾燥し、塩蔵し又は塩水漬けたものであるかないかを問わない。))並びに甲殻類の粉、ミール及びペレット(食用に適するものに限る。)							Crustaceans, whether in shell or not, live, fresh, chilled, frozen, dried, salted or in brine; crustaceans, in shell, cooked by steaming or by boiling in water, whether or not chilled, frozen, dried, salted or in brine; flours, meals and pellets of crustaceans, fit for human consumption:
			冷凍したもの							Frozen:
0306.11	000	0	いせえびその他のいせえび科のえび(パリヌルス属、パヌリルス属又はヤスス属のもの)	4%	1.8%	1.4%			KG	Rock lobster and other sea crawfish ( <i>Palinurus spp.</i> , <i>Panulirus spp.</i> , <i>Jasus spp.</i> )
0306.12	000	6	ロブスター(ホマルス属のもの)	4%	1.8%	1.4%			KG	Lobsters ( <i>Homarus spp.</i> )
0306.13	000	5	シュリンプ及びブロン	4%	1.8%	1.4%			KG	Shrimps and prawns
0306.14			かに	6%	4.8%	4.4%				Crabs:
	010	0	-たらばかに						KG	King crabs ( <i>Paralithodes spp.</i> )
	020	3	-ずわいがに						KG	Snow crabs ( <i>Chionoecetes spp.</i> )
	030	6	-がざみ						KG	Swimming crabs ( <i>Portunus spp.</i> )
	090	3	-その他のもの						KG	Other
0306.19			その他のもの(甲殻類の粉、ミール及びペレット(食用に適するものに限る。))を含む。							Other, including flours, meals and pellets of crustaceans, fit for human consumption
	010	2	1 えび	4%	2.4%	2.2%			KG	1 Ebi

(注) 03.06のうち 甲殻類(本邦の区域に属さない海面を船積地域とするもの) 二号承認 (Note) ex 03.06 Crustaceans, shipped from outside of Japanese water: Item 2 Approval  
03.06 食品衛生法 水産資源保護法 03.06 Food Sanitation Law Fisheries Resources Conservation Law

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty					単位 Unit	Description
				基 本 General	協 定 WTO		特 恵 Prefer- ential	暫 定 Tempo- rary		
					12/31/97	1 / 1 / 98				
(0306.19)	090	5	2 その他のもの 冷凍してないもの	10%	8.2%	7.6%			KG	2 Other Not frozen:
0306.21			いせえびその他のいせえび科の えび(バリヌルス属、パヌリス 属又はヤスス属のもの)							Rock lobster and other sea crawfish ( <i>Palinurus spp.</i> , <i>Panulirus spp.</i> , <i>Jasus spp.</i> ):
	100	6	1 生きているもの、生鮮のもの 及び冷蔵したもの	4%	1.8%	1.4%			KG	1 Live, fresh or chilled
	200	1	2 その他のもの	6%	(6%)	5.5%	4% *無税 Free		KG	2 Other
0306.22			ロブスター(ホマルス属のもの)							Lobsters ( <i>Homarus spp.</i> ):
	100	5	1 生きているもの、生鮮のもの 及び冷蔵したもの	4%	1.8%	1.4%			KG	1 Live, fresh or chilled
	200	0	2 その他のもの	6%	(6%)	5.5%	4% *無税 Free		KG	2 Other
0306.23			シュリンプ及びブローン							Shrimps and prawns:
			1 生きているもの、生鮮のもの 及び冷蔵したもの	4%	1.8%	1.4%				1 Live, fresh or chilled
			- 生きているもの							Live
	111	1	-- 養殖用又は放流用のもの (クルマエビ属のものに 限る。)						KG	For fish culture or releasing in the sea ( <i>Penaeidae spp.</i> )
	119	2	-- その他のもの						KG	Other
	190	3	- その他のもの						KG	Other
	200	6	2 その他のもの	6%	(6%)	5.5%	4% *無税 Free		KG	2 Other
0306.24			かに							Crabs:
			1 生きているもの、生鮮のもの 及び冷蔵したもの	6%	4.8%	4.4%				1 Live, fresh or chilled
	110	6	- たらばかに						KG	King crabs ( <i>Paralithodes spp.</i> )
	120	2	- ずわいがに						KG	Snow crabs ( <i>Chionoecetes spp.</i> )
	130	5	- がざみ						KG	Swimming crabs ( <i>Portunus spp.</i> )
	190	2	- その他のもの						KG	Other
	200	5	2 その他のもの	15%	12%	11%			KG	2 Other
0306.29			その他のもの(甲殻類の粉、ミール 及びペレット(食用に適する ものに限る。)を含む。)							Other, including flours, meals and pellets of crustaceans, fit for human consumption:
			1 生きているもの、生鮮のもの 及び冷蔵したもの							1 Live, fresh or chilled
	110	1	(1) えび	4%	2.4%	2.2%			KG	(1) Ebi
	190	4	(2) その他のもの	10%	8.2%	7.6%			KG	(2) Other
			2 その他のもの							2 Other:
	210	3	(1) えび	6%	(6%)	5.5%	4% *無税 Free		KG	(1) Ebi

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty					単位 Unit	Description
				基本 General	協定 WTO		特 恵 Prefer- ential	暫 定 Tempo- rary		
					12/31/97	1 / 1 / 98				
(0306.29)	290	6	(2) その他のもの	15%	12%	11%		KG	(2) Other	
03.07			軟体動物(生きているもの、生鮮のもの及び冷蔵し、冷凍し、乾燥し、塩蔵し又は塩水漬けたものに限るものとし、殻を除いてあるかないかを問わない。)、水棲無脊椎動物(生きているもの、生鮮のもの及び冷蔵し、冷凍し、乾燥し、塩蔵し又は塩水漬けたものに限るものとし、甲殻類及び軟体動物を除く。)並びに水棲無脊椎動物(甲殻類を除く。)の粉、ミール及びペレット(食用に適するものに限る。)						Molluscs, whether in shell or not, live, fresh, chilled, frozen, dried, salted or in brine; aquatic invertebrates other than crustaceans and molluscs, live, fresh, chilled, frozen, dried, salted or in brine; flours, meals and pellets of aquatic invertebrates other than crustaceans, fit for human consumption:	
0307.10			かき						Oysters:	
	100	1	1 生きているもの、生鮮のもの及び冷蔵し又は冷凍したもの	10%	8.2%	7.6%		KG	1 Live, fresh, chilled or frozen	
	200	3	2 その他のもの	15%	12.3%	11.4%		KG	2 Other	
			スキャロップ(ベクテン属、クラミュス属又はプラコベクテン属のもの。いたや貝を含む。)						Scallops, including queen scallops, of the genera <i>Pecten</i> , <i>Chlamys</i> or <i>Placopecten</i> :	
0307.21	000	2	生きているもの、生鮮のもの及び冷蔵したもの	10%				KG	Live, fresh or chilled	
0307.29			その他のもの						Other:	
	100	3	1 冷凍したもの	10%				KG	1 Frozen	
	200	5	2 その他のもの	15%				KG	2 Other	
			い貝(ミュティルス属又はペルナ属のもの)						Mussels ( <i>Mytilus</i> spp., <i>Perna</i> spp.):	
0307.31	000	6	生きているもの、生鮮のもの及び冷蔵したもの	10%	8.2%	7.6%		KG	Live, fresh or chilled	
0307.39			その他のもの						Other:	
	100	0	1 冷凍したもの	10%	8.2%	7.6%		KG	1 Frozen	
	200	2	2 その他のもの	15%	12%	11%		KG	2 Other	
			いか(セビア・オフィキナリス、ロシア・マクロソマ及びセビオラ属、オムマストリフェス属、ロリゴ属、ノトダルス属又はセビオティウチス属のもの)						Cuttle fish ( <i>Sepia officinalis</i> , <i>Rossia macrosoma</i> , <i>Sepiola</i> spp.) and squid ( <i>Ommastrephes</i> spp., <i>Loligo</i> spp., <i>Nototodarus</i> spp., <i>Sepioteuthis</i> spp.):	
0307.41			生きているもの、生鮮のもの及び冷蔵したもの	10%					Live, fresh or chilled	
	010	6	- もんごういか		4.1%	3.8%		KG	Mongo ika	
	090	2	- その他のもの		5%	5%		KG	Other	
0307.49			その他のもの						Other:	
			1 冷凍したもの	10%					1 Frozen	
	110	0	- もんごういか		4.1%	3.8%		KG	Mongo ika	
	190	3	- その他のもの		(5%)	(5%)	4.1%	KG	Other	
	200	6	2 その他のもの	15%				KG	2 Other	
			たこ(オクトプス属のもの)						Octopus ( <i>Octopus</i> spp.):	

(注) 03.07のうち 帆立貝、貝柱及びいか(もんごういかを除く。) (Note) ex 03.07 Scallops; adductors of shellfish; cuttle fish and squid other than Mongo ika: IQ  
 水棲動物(本邦の区域に属さない海面を船積地域とするもの) 二号承認 Of aquatic animals, shipped from outside of Japanese water: Item 2 Approval

03.07 食品衛生法

03.07 Food Sanitation Law

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty					単位 Unit	Description
				基 本 General	協 定 WTO		特 恵 Prefer- ential	暫 定 Tempo- rary		
					12/31/97	1 / 1 / 98				
0307.51	000	0	生きているもの、生鮮のもの及び冷蔵したもの	10%	8.2%	7.6%	5% *無税 Free	KG	Live, fresh or chilled	
0307.59			その他のもの						Other:	
	100	1	1 冷凍したもの	10%	8.2%	7.6%	5% *無税 Free	KG	1 Frozen	
	200	3	2 その他のもの	15%	12%	11%		KG	2 Other	
0307.60			かたつむりその他の巻貝(海棲のものを除く。)						Snails, other than sea snails:	
	100	0	1 生きているもの、生鮮のもの及び冷蔵し又は冷凍したもの	10%	8.2%	7.6%		KG	1 Live, fresh, chilled or frozen	
	200	2	2 その他のもの	15%	12%	11%		KG	2 Other	
			その他のもの(水棲無脊椎動物(甲殻類を除く。)の粉、ミール及びペレット(食用に適するものに限る。)を含む。)						Other, including flours, meals and pellets of aquatic invertebrates other than crustaceans, fit for human consumption:	
0307.91			生きているもの、生鮮のもの及び冷蔵したもの						Live, fresh or chilled:	
	100	4	1 水棲無脊椎動物(生きているものに限るものとし、甲殻類及び軟体動物を除く。)	無税 Free	(無税) (Free)	(無税) (Free)		KG	1 Live aquatic invertebrates other than crustaceans or molluscs	
	200	6	2 貝柱	10%				KG	2 Adductors of shellfish	
			3 いか	10%					3 Cuttle fish and squid	
	310	4	- もんごういか		4.1%	3.8%		KG	Mongo ika	
	390	0	- その他のもの		5%	5%		KG	Other	
			4 その他のもの						4 Other	
	410	6	(1) はまぐり	5%	4.1%	3.8%		KG	(1) Hard clam	
			(2) その他のもの	10%					(2) Other	
	420	2	- 赤貝(生きているものに限る。)		8.2%	7.6%	7% *無税 Free	KG	Akagai (bloody clam), live	
	430	5	- うに		8.2%	7.6%	7% *無税 Free	KG	Sea urchins	
	440	1	- くらげ		8.2%	7.6%	7% *無税 Free	KG	Jellyfish	
	450	4	- あわび		8.2%	7.6%		KG	Abalone	
			- その他のもの		8.2%	7.6%			Other:	
	460	0	-- あさり					KG	Baby clam	
	470	3	-- しじみ					KG	Fresh water clam	
			-- その他のもの						Other:	
	491	3	--- 軟体動物					KG	Molluscs	
	499	4	--- その他のもの					KG	Other	
0307.99			その他のもの						Other:	
			1 冷凍したもの						1 Frozen:	
	110	6	(1) 貝柱	10%				KG	(1) Adductors of shellfish	

(注) 0307.60のうち ジャンボタニシ 植物防疫法

(Note) ex 0307.60

Big pond snails: Plant Quarantine Law

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty					単位 Unit	Description
				基 本 General	協 定 WTO		特 恵 Prefer- ential	暫 定 Tempo- rary		
					12/31/97	1 / 1 / 98				
(0307.99)			(2) いか	10%					(2) Cuttle fish and squid	
	121	3	- もんごういか		4.1%	3.8%			KG Mongo ika	
	129	4	- その他のもの		5%	5%			KG Other	
			(3) うに、くらげ及びなまこ	10%	8.2%	7.6%			(3) Sea urchins, jellyfish and sea cucumbers	
	131	6	- うに				7% *無税 Free		KG Sea urchins	
	132	0	- くらげ				7% *無税 Free		KG Jellyfish	
	139	0	- その他のもの						KG Other	
			(4) その他のもの						(4) Other	
	141	2	A はまぐり	5%	4.1%	3.8%			KG A Hard clam	
			B その他のもの	10%	8.2%	7.6%			B Other:	
	142	3	- あわび						KG Abalone	
	143	4	- あさり						KG Baby clam	
	144	5	- しじみ						KG Fresh water clam	
	149	3	- その他のもの						KG Other	
			2 その他のもの						2 Other:	
	210	1	(1) 貝柱	15%					KG (1) Adductors of shellfish	
	220	4	(2) いか	15%					KG (2) Cuttle fish and squid	
			(3) うに、くらげ及びなまこ	10%	8.2%	7.6%			(3) Sea urchins, jellyfish and sea cucumbers	
	231	1	- うに				7% *無税 Free		KG Sea urchins	
	232	2	- くらげ				7% *無税 Free		KG Jellyfish	
	239	2	- その他のもの						KG Other	
			(4) その他のもの						(4) Other	
	241	4	A はまぐり(塩蔵し又は 塩水漬けたものに限る。)	7.5%	6.2%	5.7%			KG A Hard clam, Salted or in brine	
			B その他のもの	15%					B Other	
	242	5	- はまぐり(乾燥した ものに限る。)		12%	11%	9% *無税 Free		KG Hard clam, Dried	
	249	5	- その他のもの		12.3%	11.4%			KG Other	

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty				単位 Unit	Description
				基本 General	協定 WTO	特 恵 Prefer- ential	暫 定 Tempo- rary		
1518.00	000	2	動物性又は植物性の油脂及びその分別物(ボイル油化、酸化、脱水、硫化、吹込み又は真空若しくは不活性ガスの下での加熱重合その他の化学的な変性加工をしたものに限るものとし、第15.16項のものを除く。)並びにこの類の動物性油脂若しくは植物性油脂又はこの類の異なる油脂の分別物の混合物及び調製品(食用に適しないものに限るものとし、他の項に該当するものを除く。)	4%	3.8%		無税 Free	KG	Animal or vegetable fats and oils and their fractions, boiled, oxidised, dehydrated, sulphurised, blown, polymerised by heat in vacuum or in inert gas or otherwise chemically modified, excluding those of heading No. 15.16; inedible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils of this Chapter, not elsewhere specified or included
15.20									
1520.00			グリセリン(粗のものに限る。)、グリセリン水及びグリセリン廃液	5%	(7.5%)		無税 Free		Glycerol, crude; glycerol waters and glycerol lyes:
	010	1	- グリセリン					KG	Glycerol
	090	4	- その他のもの					KG	Other
15.21			植物性ろう(トリグリセリドを除く。)、みつろうその他の昆虫ろう及び鯨ろう(精製してあるかないか又は着色してあるかないかを問わない。)						Vegetable waxes (other than triglycerides), beeswax, other insect waxes and spermaceti, whether or not refined or coloured:
1521.10			植物性ろう	無税 Free					Vegetable waxes:
	010	3	- カルナバろう		(2.5%)			KG	Carnauba wax
	090	6	- その他のもの		(3.8%)			KG	Other
1521.90			その他のもの						Other:
		1	みつろう及び鯨ろう	15%					1 Beeswax or spermaceti:
	010	0	- みつろう		13.9%		7.5% *無税 Free	KG	Beeswax
	091	4	- 鯨ろう		(~12/ 31/97) 6.2%	(1/1/ 98~) 5.7%	無税 Free	KG	Spermaceti
	099	5	2 その他のもの	7.5%	6%		4.5% *無税 Free	KG	2 Other
15.22									
1522.00			デグラス及び脂肪性物質又は動物性若しくは植物性のろうの処理の際に生ずる残留物						Degras; residues resulting from the treatment of fatty substances or animal or vegetable waxes:
	100	3	1 デグラス	7.5%	6%			KG	1 Degras
	200	5	2 その他のもの	無税 Free	(無税) (Free)			KG	2 Other

(注) 1521.90のうち 鯨のもの 二号承認又は事前確認  
海棲哺乳動物のもの(本邦の区域に属さない海面を船積地域とするもの) 二号承認  
15.20 化学物質の審査及び製造等の規制に関する法律

(Note) ex 1521.90 Of whale: Item 2 Approval or Prior Confirmation  
Of marine animals, shipped from outside of Japanese water: Item 2 Approval  
15.20 Law concerning Screening of Chemical Substances and Regulation of their Manufacture, etc.

第4部

Section IV

調製食料品、飲料、アルコール、食酢、たばこ及び製造たばこ代用品

Prepared foodstuffs; beverages, spirits and vinegar; tobacco and manufactured tobacco substitutes

注  
1 この部において「ペレット」とは、直接圧縮すること又は全重量の3%以下の結合剤を加えることにより固めた物品をいう。

Note.  
1.- In this Section the term "pellets" means products which have been agglomerated either directly by compression or by the addition of a binder in a proportion not exceeding 3 % by weight.

第16類 肉、魚又は甲殻類、軟体動物若しくはその他の水棲無脊椎動物の調製品

Chapter 16 Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates

注  
1 この類には、第2類、第3類又は第05.04項に定める方法により調製し又は保存に適する処理をした肉、くず肉、魚並びに甲殻類、軟体動物及びその他の水棲無脊椎動物を含まない。  
2 ソーセージ、肉、くず肉、血、魚又は甲殻類、軟体動物若しくはその他の水棲無脊椎動物の一以上を含有する調製食料品で、これらの物品の含有量の合計が全重量の20%を超えるものは、この類に属する。この場合において、これらの物品の二以上を含有する調製食料品については、最大の重量を占める成分が属する項に属する。前段及び中段のいずれの規定も、第19.02項の詰物をした物品及び第21.03項又は第21.04項の調製品については、適用しない。

Notes.  
1.- This Chapter does not cover meat, meat offal, fish, crustaceans, molluscs or other aquatic invertebrates, prepared or preserved by the processes specified in Chapter 2 or 3 or heading No. 05.04.  
2.- Food preparations fall in this Chapter provided that they contain more than 20 % by weight of sausage, meat, meat offal, blood, fish or crustaceans, molluscs or other aquatic invertebrates, or any combination thereof. In cases where the preparation contains two or more of the products mentioned above, it is classified in the heading of Chapter 16 corresponding to the component or components which predominate by weight. These provisions do not apply to the stuffed products of heading No. 19.02 or to the preparations of heading No. 21.03 or 21.04.

号注  
1 第1602.10号において「均質調製品」とは、微細に均質化した肉、くず肉又は血から成る育児食用又は食餌療法の調製品(小売用のもので正味重量が250グラム以下の容器入りにしたものに限る。)をいう。この場合において、調味、保存その他の目的のために当該調製品に加えた少量の構成成分は考慮しないものとし、当該調製品が少量の肉又はくず肉の目に見える程度の細片を含有するかしないかを問わない。同号は、第16.02項の他のいかなる号にも優先する。  
2 第16.04項又は第16.05項の号において、慣用名のみで定める魚及び甲殻類は、第3類において同一の慣用名で定める魚及び甲殻類と同一の種に属する。

Subheading Notes.  
1.- For the purposes of subheading No. 1602.10, the expression "homogenised preparations" means preparations of meat, meat offal or blood, finely homogenised, put up for retail sale as infant food or for dietetic purposes, in containers of a net weight content not exceeding 250 g. For the application of this definition no account is to be taken of small quantities of any ingredients which may have been added to the preparation for seasoning, preservation or other purposes. These preparations may contain a small quantity of visible pieces of meat or meat offal. This subheading takes precedence over all other subheadings of heading No. 16.02.  
2.- The fish and crustaceans specified in the subheadings of heading No. 16.04 or 16.05 under their common names only, are of the same species as those mentioned in Chapter 3 under the same name.

番号 No.	統計 細分 Stat. Code No.	N A C S 用	品名	税率 Rate of Duty				単位 Unit	Description	
				基本 General	協定 WTO	特恵 Preferential	暫定 Temporary			
16.01	1601.00	000	4	ソーセージその他これに類する物品 (肉、くず肉又は血から製造したものに限る。)及びこれらの物品をもと とした調製食料品	10%	(17.5%)			KG	Sausages and similar products, of meat, meat offal or blood; food preparations based on these prod- ucts
16.02	1602.10	000	6	均質調製品	25%	23.2%			KG	Homogenised preparations
	1602.20			動物の肝臓のもの						Of liver of any animal

(注) 1601.00のうち 鯨のもの 二号承認又は事前確認 (Note) ex 1601.00 Of whale: Item 2 Approval or Prior Confirmation  
海棲哺乳動物のもの(本邦の区域に属さない海  
面を船積地域とするもの) 二号承認  
鯨の調製品 二号承認又は事前確認 ex 16.02 Preparations of whale: Item 2 Approval  
海棲哺乳動物の調製品(本邦の区域に属さない  
海面を船積地域とするもの) 二号承認  
16.01, 16.02 食品衛生法 16.01, 16.02 Preparations of marine animals, shipped from out-  
side of Japanese water: Item 2 Approval  
家畜伝染病予防法 Domestic Animal Infectious Disease Control Law

番号 No.	統計 細分 Stat. Code No.	N A C S 用	品 名	税 率 Rate of Duty				単位 Unit	Description
				基 本 General	協 定 WTO	特 恵 Prefer- ential	暫 定 Tempo- rary		
(1602.20)	010	6	1 牛又は豚のもの	25%	23.2%			KG	1 Of bovine animals or swine
			2 その他のもの	8%	(8%)	6% *無税 Free			2 Other
	091	3	-気密容器入りのもの				KG	In airtight containers	
	099	4	-その他のもの				KG	Other	
1602.31			第01.05項の家きんのもの						Of poultry of heading No. 01.05
			七面鳥のもの						Of turkeys:
	100	1	1 腸、ぼうこう又は胃の全形のもの及び断片(単に水煮したものに限る。)	無税 Free	(無税) (Free)			KG	1 Guts, bladders and stomachs, whole and pieces thereof, simply boiled in water
			2 その他のもの				2 Other		
	210	6	(1) 牛若しくは豚の肉又は牛若しくは豚のくず肉を含有するもの	25%	23.2%			KG	(1) Containing meat or meat offal of bovine animals or swine
290	2	(2) その他のもの	8%	(8%)	6% *無税 Free		KG	(2) Other	
1602.32			鶏(ガルルス・ドメスティクス)のもの						Of fowls of the species <i>Gallus domesticus</i>
	100	0	1 腸、ぼうこう又は胃の全形のもの及び断片(単に水煮したものに限る。)	無税 Free	(無税) (Free)			KG	1 Guts, bladders and stomachs, whole and pieces thereof, simply boiled in water
			2 その他のもの				2 Other		
	210	5	(1) 牛若しくは豚の肉又は牛若しくは豚のくず肉を含有するもの	25%	23.2%			KG	(1) Containing meat or meat offal of bovine animals or swine
290	1	(2) その他のもの	8%	(8%)	6% *無税 Free		KG	(2) Other	
1602.39			その他のもの						Other:
	100	0	1 腸、ぼうこう又は胃の全形のもの及び断片(単に水煮したものに限る。)	無税 Free	(無税) (Free)			KG	1 Guts, bladders and stomachs, whole and pieces thereof, simply boiled in water
			2 その他のもの				2 Other		
	210	5	(1) 牛若しくは豚の肉又は牛若しくは豚のくず肉を含有するもの	25%	23.2%			KG	(1) Containing meat or meat offal of bovine animals or swine
290	1	(2) その他のもの	8%	(8%)	6% *無税 Free		KG	(2) Other	
1602.41			豚のもの						Of swine:
			もも肉及びこれを分割したもの						Hams and cuts thereof

(注) 1602.41 関税暫定措置法第7条の6(生きている豚及び豚肉等に係る関税の緊急措置)の規定が適用された場合の関税率は巻末附表参照

(Note) 1602.41

Rate of duty in case of Article 7-6 of the Temporary Tariff Measures Law (Emergency Duty) is applied, refer to Appendix of this Tariff

番 号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty				単 位 Unit	Description
				基 本 General	協 定 WTO	特 恵 Prefer- ential	暫 定 Tempo- rary		
1602.41)			1 ハム及びベーコン(滅菌したものを除く。)、プレスハム(豚の肉又ははくず肉及びつなぎから成るものに限る。)、並びにその他の調製をし又は保存に適する処理をした物品で豚の肉又ははくず肉(1個の重量が10グラム以上のものに限る。のみから成るもの(調味料、香辛料その他これらに類する物品を加えてあるかないかを問わない。))	(10%)				1 "Ham" or "bacon", excluding those sterilized; pressed and formed ham consisting of meat or meat offal of swine and binding materials; other prepared or preserved products consisting solely of meat or meat offal of swine, a piece of which weighs not less than 10g, whether or not containing seasonings, spices or similar ingredients	
	011 ↑		*〔1〕 課税価格が1キログラムにつき、豚肉加工品に係る分岐点価格以下のもの	(1,126.50円/kg)			1キログラムにつき豚肉加工品に係る基準輸入価格に1.5を乗じて得た額と課税価格に0.6を乗じて得た額との差額 Per each kilogram, the difference between the value obtained by multiplying the value for customs duty by 0.6 and the value obtained by multiplying the standard import price of processed meat of swine by 1.5	*〔1〕 Each kilogram, not more than the gate price of processed meat of swine, in value for customs duty ⑤	
	019 ↑		*〔2〕 課税価格が1キログラムにつき、豚肉加工品に係る分岐点価格を超えるもの	(9.3%)			9.3%	*〔2〕 Each kilogram, more than the gate price of processed meat of swine, in value for customs duty ⑤	
	090 2		2 その他のもの 肩肉及びこれを分割したもの	25%	22.5%			2 Other Shoulders and cuts thereof	

1602.42

関税暫定措置法第7条の6(生きている豚肉等に係る関税の緊急措置)が適用されるものにかかる関税率は巻末附表参照

(Note) 1602.42

Rate of duty in case of Article 7-6 of the Temporary Tariff Measures Law (Emergency Duty) is applied. See the Annex to this book

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty				単位 Unit	Description
				基本 General	協定 WTO	特恵 Prefer- ential	暫定 Tempo- rary		
1602.42)			1 ハム及びベーコン(滅菌したものを除く。)、プレスハム(豚の肉又はくず肉及びつなぎから成るものに限る。))並びにその他の調製をし又は保存に適する処理をした物品で豚の肉又はくず肉(1個の重量が10グラム以上のものに限る。))のみから成るもの(調味料、香辛料その他これらに類する物品を加えてあるかないかを問わない。)	(10%)					1 "Ham" or "bacon", excluding those sterilized; pressed and formed ham consisting of meat or meat offal of swine and binding materials; other prepared or preserved products consisting solely of meat or meat offal of swine, a piece of which weighs not less than 10g, whether or not containing seasonings, spices or similar ingredients
	011	↑	*[1] 課税価格が1キログラムにつき、豚肉加工品に係る分岐点価格以下のもの		(1,126.50円) (yen)/ kg)		差額関税率は 1602.41 -011に 同じ The same as 1602.41 -011	KG	*[1] Each kilogram, not more than the gate price of processed meat of swine, in value for customs duty ⑤
	019	↑	*[2] 課税価格が1キログラムにつき、豚肉加工品に係る分岐点価格を超えるもの		(9.3%)		9.3%	KG	*[2] Each kilogram, more than the gate price of processed meat of swine, in value for customs duty ⑤
	090	1	2 その他のもの	25%	22.5%			KG	2 Other
1602.49			その他のもの(混合物を含む。)						Other, including mixtures:
	100	4	1 腸、ぼうこう又は胃の全形のもの及び断片(単に水煮したものに限る。)	無税 Free	(無税) (Free)			KG	1 Guts, bladders and stomachs, whole and pieces thereof, simply boiled in water
			2 その他のもの						2 Other
			(1) ハム及びベーコン(滅菌したものを除く。)、プレスハム(豚の肉又はくず肉及びつなぎから成るものに限る。))並びにその他の調製をし又は保存に適する処理をした物品で豚の肉又はくず肉(1個の重量が10グラム以上のものに限る。))のみから成るもの(調味料、香辛料その他これらに類する物品を加えてあるかないかを問わない。)	(10%)					1 "Ham" or "bacon", excluding those sterilized; pressed and formed ham consisting of meat or meat offal of swine and binding materials; other prepared or preserved products consisting solely of meat or meat offal of swine, a piece of which weighs not less than 10g, whether or not containing seasonings, spices or similar ingredients
	210	↑	*[1] 課税価格が1キログラムにつき、豚肉加工品に係る分岐点価格以下のもの		(1,126.50円) (yen)/ kg)		差額関税率は 1602.41 -011に 同じ The same as 1602.41 -011	KG	*[1] Each kilogram, not more than the gate price of processed meat of swine, in value for customs duty ⑤
	220	↑	*[2] 課税価格が1キログラムにつき、豚肉加工品に係る分岐点価格を超えるもの		(9.3%)		9.3%	KG	*[2] Each kilogram, more than the gate price of processed meat of swine, in value for customs duty ⑤
	290	5	(2) その他のもの	25%	22.5%			KG	(2) Other
1602.50			牛のもの						Of bovine animals:

(注) 1602.49

関税暫定措置法第7条の6(生きている豚肉等に係る関税の緊急措置)が適用されるものにかかる関税率は巻末附表参照

(Note) 1602.49

Rate of duty in case of Article 7-6 of the Temporary Tariff Measures Law (Emergency Duty) is applied. See the Annex to this book

番号 No.	統計 細分 Stat. Code No.	N A C S 用	品名	税率 Rate of Duty				単位 Unit	Description
				基本 General	協定 WTO	特恵 Prefer- ential	暫定 Tempo- rary		
(1602.50)	100	3	1 腸、ぼうこう又は胃の全形のもの及び断片(単に水煮したものに限る。)	無税 Free	(無税) (Free)			KG	1 Guts, bladders and stomachs, whole and pieces thereof, simply boiled in water
			2 その他のもの						2 Other
			(1) 牛の臓器及び舌のもの	25%					(1) Internal organs and tongues of bovine animals
	210	1	- 気密容器入りのもの(野菜を含むものに限る。)		23.2%			KG	In airtight containers, containing vegetables
			- その他のもの						Other:
	291	5	-- 単に水煮したもの		(50%)			KG	Simply boiled in water
			-- その他のもの						Other
	292	6	--- 気密容器入りのもの		23.2%			KG	In airtight containers
	299	6	--- その他のもの		23.2%			KG	Other
			(2) その他のもの						(2) Other
			A 牛の肉及びびくず肉(臓器及び舌を除く。)の含有量の合計が全重量の30%未満のもの	25%					A Containing less than 30% by weight of a meat and edible meat offal other than internal organs and tongues
			- 気密容器入りのもの(野菜を含むものに限る。)		23.2%				In airtight containers, containing vegetables
	310	3	-- 米を含むもの					KG	Containing rice
	320	6	-- その他のもの					KG	Other
			- その他のもの						Other
			-- 米を含むもの						Containing rice:
	331	3	--- 気密容器入りのもの		23.2%			KG	In airtight containers
	339	4	--- その他のもの		23.2%			KG	Other
			-- その他のもの						Other:
	391	0	--- 気密容器入りのもの		23.2%			KG	In airtight containers
	399	1	--- その他のもの		23.2%			KG	Other
			B その他のもの						B Other
			(a) 単に水煮した後に乾燥したもの	25%					(a) Dried after simply boiled in water
			- 気密容器入りのもの						In airtight containers:
	410	5	-- 冷蔵及び冷凍のいずれもしていないもの		(41.7%)			KG	Not chilled or frozen
	420	1	-- その他のもの		(50%)			KG	Other
	490	1	- その他のもの		23.2%			KG	Other
			(b) 調味した後に乾燥したもの	10%					(b) Beef jerkey
			- 気密容器入りのもの						In airtight containers:

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty				単位 Unit	Description
				基 本 General	協 定 WTO	特 恵 Prefer- ential	暫 定 Tempo- rary		
(1602.50)	510	0	--冷蔵及び冷凍の いずれもしてい ないもの		(41.7%)			KG	Not chilled or frozen
	520	3	--その他のもの		(50%)			KG	Other
	590	3	-その他のもの		(10%)			KG	Other
	600	6	(c) コーンビーフ	25%	23.2%			KG	(c) Corned beef
			(d) その他のもの						(d) Other
	700	1	イ 気密容器入りのも の(野菜を含むも のに限る。)	25%	23.2%			KG	イ In airtight contain- ers, containing vegetables
			ロ 気密容器入りのも の(冷蔵及び冷凍 のいずれもしてい ないものに限るも のとし、野菜を含 むものを除く。)	45%					ロ In airtight contain- ers, other-wise containing vege- tables, but not chilled or frozen:
	810	6	-単に水煮したも の		(50%)			KG	Simply boiled in water
	890	2	-その他のもの		41.7%			KG	Other
			ハ その他のもの	50%					ハ Other
	910	1	-単に水煮したも の		(50%)			KG	Simply boiled in water
			-その他のもの						Other:
	991	5	--気密容器入り のもの		(50%)			KG	In airtight containers
	999	6	--その他のもの		(50%)			KG	Other
1602.90			その他のもの(動物の血の調製品 を含む。)						Other, including preparations of blood of any animal:
	100	5	1 腸、ぼうこう又は胃の全形のも の及び断片(単に水煮したも のに限る。)	無税 Free	(無税) (Free)			KG	1 Guts, bladders and stomachs, whole and pieces thereof, simply boiled in water
			2 その他のもの						2 Other
	210	3	(1) 牛若しくは豚の肉又は牛若 しくは豚のくず肉を含有す るもの	25%	23.2%			KG	(1) Containing meat or meat offal of bovine animals or swine
	290	6	(2) その他のもの	8%	(8%)	6% *無税 Free		KG	(2) Other
16.03									
1603.00			肉、魚又は甲殻類、軟体動物若しく はその水棲無脊椎動物のエキス 及びジュース						Extracts and juices of meat, fish or crustaceans, molluscs or other a- quatic invertebrates
	010	3	1 肉のエキス及びジュース	12.8%	(16%)	6.4% *無税 Free		KG	1 Extracts and juices of meat
	090	6	2 その他のもの	9.6%	(~12/ 31/97) (11.8%)	(1/1/ 98~) (10.7%)	6.4% *無税 Free	KG	2 Other

(注) 16.03 食品衛生法

(Note) 16.03 Food Sanitation Law

番号 No.	統計 細分 Code No.	N A C C S 用	品 名	税 率 Rate of Duty				単位 Unit	Description
				基 本 General	協 定 WTO	特 恵 Prefer- ential	暫 定 Tempo- rary		
16.04			魚(調製し又は保存に適する処理をしたものに限る。)、キャビア及び魚卵から調製したキャビア代用物					Prepared or preserved fish; caviar and caviar substitutes prepared from fish eggs:	
			魚(全形のもの及び断片状のものに限るものとし、細かく切り刻んだものを除く。)					Fish, whole or in pieces, but not minced:	
1604.11			さけ	9.6%	(~12/31/97) (11.8%)	(1/1/98~) (10.7%)		KG	Salmon
	010	4	- 気密容器入りのもの以外のもの				7.2% *無税 Free	KG	Other than in airtight containers
	090	0	- その他のもの					KG	Other
1604.12	000	0	にしん	9.6%	(~12/31/97) (11.8%)	(1/1/98~) (10.7%)	7.2% *無税 Free	KG	Herrings
1604.13			いわし	9.6%	(~12/31/97) (11.8%)	(1/1/98~) (10.7%)	7.2% *無税 Free		Sardines, sardinella and brisling or sprats
	010	2	- 気密容器入りのもの					KG	In airtight containers
	090	5	- その他のもの					KG	Other
1604.14			まぐろ、はかつお(サルダ属のもの)及びかつお	9.6%	(~12/31/97) (11.8%)	(1/1/98~) (10.7%)			Tunas, skipjack and bonito (Sarda spp.)
	010	1	- かつお(気密容器入りのものに限る。)				6.4% *無税 Free	KG	Skipjack and other bonito, in airtight containers
			- その他のもの				7.2% *無税 Free		Other
	091	5	-- かつお節					KG	Skipjack and other bonito, boiled and dried
	092	6	-- まぐろ(気密容器入りのものに限る。)					KG	Tunas, in airtight containers
	099	6	-- その他のもの					KG	Other
1604.15	000	4	さば	9.6%	(~12/31/97) (11.8%)	(1/1/98~) (10.7%)	7.2% *無税 Free	KG	Mackerel
1604.16	000	3	かたくちいわし	9.6%	(~12/31/97) (11.8%)	(1/1/98~) (10.7%)	7.2% *無税 Free	KG	Anchovies
1604.19			その他のもの	9.6%	(~12/31/97) (11.8%)	(1/1/98~) (10.7%)	7.2% *無税 Free		Other
	010	3	- うなぎ					KG	Eel
	020	6	- 魚節					KG	Boiled and dried fish
	090	6	- その他のもの					KG	Other
1604.20			その他の調製をし又は保存に適する処理をした魚						Other prepared or preserved fish:
			1 卵						1 Hard roes:

(注) 16.04のうち 魚の調製品(本邦の区域に属さない海面を船積地域とするもの) 二号承認  
さけ及びますの調製品(中華人民共和国、北朝鮮及び台湾を原産地又は船積地域とするもの) 二号承認  
16.04 食品衛生法

(Note) ex 16.04

Preparations of fish, shipped from outside of Japanese water: Item 2 Approval  
Preparations of Salmon and Trout, originated in or shipped from China, North Korea and Taiwan: Item 2 Approval

16.04 Food Sanitation Law

番号 No.	統計 細分 Code No.	N A C S 用	品 名	税 率 Rate of Duty				単位 Unit	Description
				基本 General	協定 WTO	特恵 Prefer- ential	暫定 Tempo- rary		
(1604.20)			(1) にしん(クルベア属のもの) 又はたら(ガドゥス属、テ ラグラ属又はメルルシウス 属のもの)のもの	12.8%				(1) Of Nishin ( <i>Clupea spp.</i> ) and Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> )	
			-にしん(クルベア属のもの) のもの		(~12/ 31/97) (13%)	(1/1/ 98~) (12%)		Of Nishin ( <i>Clupea spp.</i> ):	
	011	3	--気密容器入りのもの				9.6% *無税 Free	KG In airtight containers	
	012	4	--その他のもの					KG Other	
			-たら(ガドゥス属、テラ グラ属又はメルルシウス 属のもの)のもの		(~12/ 31/97) 10.5%	(1/1/ 98~) 9.8%		Of Tara ( <i>Gadus spp.</i> , <i>Theragra spp.</i> and <i>Merluccius spp.</i> ):	
	013	5	--気密容器入りのもの				9% *無税 Free	KG In airtight containers	
	014	6	--その他のもの					KG Other	
	019	4	(2) その他のもの	6.4%	(~12/ 31/97) (7.8%)	(1/1/ 98~) (7.1%)		KG (2) Other	
	020	5	2 その他のもの	9.6%	(~12/ 31/97) (11.8%)	(1/1/ 98~) (10.7%)	7.2% *無税 Free	KG 2 Other	
1604.30			キャビア及びその代用物	6.4%	(~12/ 31/97) (7.8%)	(1/1/ 98~) (7.1%)	4.8% *無税 Free	KG Caviar and caviar substitutes	
	010	6	-イクラ					KG Ikura	
	090	2	-その他のもの					KG Other	
16.05			甲殻類、軟体動物及びその他の水棲 無脊椎動物(調製し又は保存に適す る処理をしたものに限る。)					Crustaceans, molluscs and other a- quatic invertebrates, prepared or preserved:	
1605.10			かに					Crab	
	010	3	1 気密容器入りのもの(くん製し たものを除く。)	6.5%	(~12/ 31/97) 6%	(1/1/ 98~) 5.5%	5% *無税 Free	KG 1 In airtight containers, not smoked	
			2 その他のもの	9.6%	(~12/ 31/97) (11.8%)	(1/1/ 98~) (10.7%)	7.2% *無税 Free	KG 2 Other	
	021	0	-米を含むもの					KG Containing rice	
	029	1	-その他のもの					KG Other	
1605.20			シュリンプ及びブロン					Shrimps and prawns	
			1 くん製したものと及び単に水若し くは塩水で煮又はその後冷蔵 し、冷凍し、塩蔵し、塩水漬け し若しくは乾燥したもの	4.8%	(~12/ 31/97) (8.9%)	(1/1/ 98~) (6.8%)	3.2% *無税 Free	KG 1 Smoked; simply boiled in water or in brine; chilled, frozen, salted, in brine or dried, after simply boiled in water or in brine	
	011	1	-単に水若しくは塩水で煮又は その後冷蔵し又は冷凍した もの					KG Simply boiled in water or in brine; chilled or frozen after simply boiled in water or in brine	
	019	2	-その他のもの					KG Other	

(注) 16.05のうち 甲殻類その他の水棲動物の調製品(本邦の区域  
に属さない海面を船積地域とするもの) 二号  
承認

16.05 食品衛生法

(Note) ex 16.05 Preparations of crustaceans and other aquatic  
animals, shipped from outside of Japanese water:  
Item 2 Approval

16.05 Food Sanitation Law

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品名	税率 Rate of Duty				単位 Unit	Description
				基本 General	協定 WTO	特恵 Prefer- ential	暫定 Tempo- rary		
(1605.20)			2 その他のもの	6%	(~12/ 31/97) (6.2%)	(1/1/ 98~) 5.7%	5.3% *無税 Free		2 Other
	021	4	-米を含むもの					KG	Containing rice
	029	5	-その他のもの					KG	Other
1605.30			ロブスター						Lobster
	010	4	1 くん製したものと及び単に水若しくは塩水で煮又はその後冷蔵し、冷凍し、塩蔵し、塩水漬けし若しくは乾燥したもの	4.8%	(~12/ 31/97) (5.9%)	(1/1/ 98~) (5.3%)	3.2% *無税 Free	KG	1 Smoked; simply boiled in water or in brine; chilled, frozen, salted, in brine or dried, after simply boiled in water or in brine
	020	0	2 その他のもの	6%	(~12/ 31/97) (6%)	(1/1/ 98~) 5.5%	5% *無税 Free	KG	2 Other
1605.40			その他の甲殻類						Other crustaceans
			1 えび						1 Ebi:
	011	2	(1) くん製したものと及び単に水若しくは塩水で煮又はその後冷蔵し、冷凍し、塩蔵し、塩水漬けし若しくは乾燥したもの	4.8%	(~12/ 31/97) (5.9%)	(1/1/ 98~) (5.3%)	3.2% *無税 Free	KG	(1) Smoked; simply boiled in water or in brine; chilled, frozen, salted, in brine or dried, after simply boiled in water or in brine
	012	3	(2) その他のもの	6%	(~12/ 31/97) (6%)	(1/1/ 98~) 5.5%	5% *無税 Free	KG	(2) Other
	200	2	2 その他のもの	9.6%	(~12/ 31/97) (11.8%)	(1/1/ 98~) (10.7%)	7.2% *無税 Free	KG	2 Other
1605.90			その他のもの						Other:
			1 くん製したもの	9.6%	(~12/ 31/97) 7.9%	(1/1/ 98~) 7.3%			1 Smoked:
	110	2	-いか、帆立貝及び貝柱のもの					KG	Of cuttle fish, squid, scallops and adductors of shellfish
	190	5	-その他のもの				6.4% *無税 Free	KG	Other
			2 その他のもの						2 Other:
			(1) いか及びくらげ	15%					(1) Of cuttle fish, squid and jellyfish
			-いか		(~12/ 31/97) 12.3%	(1/1/ 98~) 11.4%			Cuttle fish and squid:
			--気密容器入りのもの				9% *無税 Free		In airtight containers
	212	6	---米を含むもの					KG	Containing rice
	213	0	---その他のもの					KG	Other
			--その他のもの						Other
	214	1	---米を含むもの					KG	Containing rice
	219	6	---その他のもの					KG	Other
	211	5	-くらげ		(~12/ 31/97) 12%	(1/1/ 98~) 11%	8% *無税 Free	KG	Jellyfish

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty				単位 Unit	Description
				基 本 General	協 定 WTO	特 恵 Prefer- ential	暫 定 Tempo- rary		
(1605.90)	220	0	(2) なまこ及びうに	12%	(~12/ 31/97) (12%)	(1/1/ 98~) 11%	8% *無税 Free	KG	(2) Sea cucumbers and sea urchins
			(3) その他のもの	9.6%	(~12/ 31/97) (11.8%)	(1/1/ 98~) (10.7%)	7.2% *無税 Free		(3) Other
	291	1	- あわび					KG	Abalones:
			-- 気密容器入りのもの					KG	In airtight containers
	292	2	-- その他のもの					KG	Other
	295	5	- 帆立貝					KG	Scallops
			- その他の軟体動物のもの						Of other molluscs:
	293	3	-- 気密容器入りのもの					KG	In airtight containers
	294	4	-- その他のもの					KG	Other
	299	2	- その他のもの					KG	Other

第17類 糖類及び砂糖菓子

Chapter 17 Sugars and sugar confectionery

- 注  
1 この類には、次の物品を含まない。  
(a) ココアを含有する砂糖菓子(第18.06項参照)  
(b) 第29.40項の糖類(化学的に純粋なものに限るものとし、しよ糖、乳糖、麦芽糖、ぶどう糖及び果糖を除く。)その他の物品  
(c) 第30類の医薬品その他の物品

号注  
1 第1701.11号及び第1701.12号において「粗糖」とは、乾燥状態において、全重量に対するしよ糖の含有量が、検糖計(旋光度を測定するものに限る。)の読みで99.5度未満に相当する砂糖をいう。

備考  
1 この表において「砂糖を加えたもの」には、糖みつ、人造はちみつその他これらに類する砂糖を含有する物品を加えたものを含む。

2 号注1の規定は、車糖、でん粉を加えた粉糖及びこれらに類する砂糖には適用しない。

Note.

- 1.- This Chapter does not cover:  
(a) Sugar confectionery containing cocoa (heading No. 18.06);  
(b) Chemically pure sugars (other than sucrose, lactose, maltose, glucose and fructose) or other products of heading No. 29.40; or  
(c) Medicaments or other products of Chapter 30.

Subheading Note.

1.- For the purposes of subheadings Nos. 1701.11 and 1701.12, "raw sugar" means sugar whose content of sucrose by weight, in the dry state, corresponds to a Polarimeter reading of less than 99.5°.

Additional Note.

- 1.- Throughout the Schedule the expression "containing added sugar" includes "containing added molasses, added artificial honey or similar added products containing sugar".  
2.- Subheading Note 1 to this Chapter does not apply to soft sugar, powdered sugar mixed with starch and similar sugar.

番号 No.	統計 細分 Stat. Code No.	N A C C S 用	品 名	税 率 Rate of Duty				単位 Unit	Description
				基 本 General	協 定 WTO	特 恵 Prefer- ential	暫 定 Tempo- rary		
17.01			甘しや糖、てん菜糖及び化学的に純 粋なしよ糖(固体のものに限る。)						Cane or beet sugar and chemically pure sucrose, in solid form:
			粗糖(香味料又は着色料を加えて ないものに限る。)						Raw sugar not containing added flavouring or colouring matter:
	1701.11		甘しや糖						Cane sugar:
			1 乾燥状態において、全重量に 対するしよ糖の含有量が、検 糖計の読みで98.5度未満に相 当するもの						1 Whose content of sucrose by weight, in the dry state, cor- responds to a polarimetric reading of less than 98.5°
		190 4	(1) 分みつ糖	15円 (yen)/ kg	** (78.15 円(yen)/ kg)			MT	(1) Sugar centrifugal
		110 1	(2) その他のもの	41.50円 (yen)/ kg	38.40円 (yen)/ kg			MT	(2) Other
		200 0	2 その他のもの	32円 (yen)/ kg	** (112. 20円 (yen)/ kg)			MT	2 Other
	1701.12		てん菜糖						Beet sugar:
			1 乾燥状態において、全重量に 対するしよ糖の含有量が、検 糖計の読みで98.5度未満に相 当するもの						1 Whose content of sucrose by weight, in the dry state, cor- responds to a polarimetric reading of less than 98.5°
		100 4		15円 (yen)/ kg	** (78.15 円(yen)/ kg)			MT	
		200 6	2 その他のもの	32円 (yen)/ kg	** (112. 20円 (yen)/ kg)			MT	2 Other
			その他のもの						Other:
	1701.91	000 0	香味料又は着色料を加えたもの	(63.50円 (yen)/ kg)	** (115. 55円 (yen)/ kg)		55.24円 (yen)/ kg	KG	Containing added flavouring or colouring matter
	1701.99		その他のもの						Other:
		100 1	1 氷砂糖、角砂糖、棒砂糖その 他これらに類するもの	(63.50円 (yen)/ kg)	** (115. 55円 (yen)/ kg)		55.24円 (yen)/ kg	MT	1 Rock candy, cube sugar, loaf sugar and similar sugar

(注) 17.01 食品衛生法  
砂糖の価格安定等に関する法律

(Note) 17.01 Food Sanitation Law  
Sugar Price Stabilization Law

## Japanese Domestic Salmon Prices

Yearly Wholesale Quantity and Price by Item<sup>1</sup>

(Unit yen)

Salmon Type	Quantity (ton)	Price (¥/kg)
Fresh	18,607	729
Frozen	42,436	607
Salted	48,447	683

Wholesale Quantity and Price by Month and by Item<sup>2</sup>

### Monthly breakdown

	Salmon (Fresh)		Salmon (Frozen)		Salmon (Salted)	
	Quantity	Price	Quantity	Price	Quantity	Price
<b>1995</b>	<b>18,607</b>	<b>729</b>	<b>42,436</b>	<b>607</b>	<b>48,447</b>	<b>683</b>
Jan	978	882	3,017	653	1,942	867
Feb	904	945	3,398	635	2,245	783
Mar	1,073	974	4,341	639	2,713	782
Apr	1,226	912	4,407	611	2,643	755
May	1,291	905	3,637	630	3,175	762
Jun	1,469	821	3,080	634	4,329	781
Jul	1,551	747	3,449	568	4,204	738
Aug	1,478	745	3,449	563	3,725	721
Sep	2,318	552	4,247	606	5,612	605
Oct	2,277	529	3,442	605	6,229	562
Nov	2,228	552	2,929	566	5,724	566
Dec	1,814	739	3,039	560	5,906	642

<sup>1</sup> "Wholesale Quantity and Price by Central Wholesalers Market in 10 Cities", Suisanbutu Ryutsu Tokei Nenpo 1995 (Marketing of Fishery Produce), The Ministry of Agriculture, Forestry and Fisheries, 1996

<sup>2</sup> Wholesale Quantity and Price by Month and by Item (Central Wholesalers Market in the 6 Biggest Cities), "Suisanbutu Ryutsu Tokei Nenpo 1995 (Marketing of Fishery Produce)", The Ministry of Agriculture, Forestry and Fisheries, 1996

## Wholesale Quantity and Price by Central Wholesalers Market in 10 Cities 1

## Price by region

## Salted salmon

Unit: Quantity: ton Price: ¥/kg

Total 6 biggest cities	Quantity	48,447
	Price	683
Total 10 cities	Quantity	66,793
	Price	661
Tokyo	Quantity	21,384
	Price	677
Yokohama	Quantity	2,788
	Price	755
Nagoya	Quantity	8,313
	Price	497
Kyoto	Quantity	2,433
	Price	898
Osaka	Quantity	5,957
	Price	904
Kobe	Quantity	7,573
	Price	631
Sapporo	Quantity	10,080
	Price	496
Sendai	Quantity	6,218
	Price	796
Hiroshima	Quantity	313
	Price	617
Fukuoka	Quantity	1,735
	Price	548

Tokyo Central Wholesalers Market Wholesale Price

## Wholesale Price of Salmon

Unit: ¥/kg, %

	September	% Change Previous Month	% Change Same Month Previous Year	% Change Same Month Average 1992-1996
Salted Aki Sake*	293	98	147	73
Salted Toki Sake*	925	750	123	105
Frozen Salmon	817	109	110	103

	October	% Change Previous Month	% Change Same Month Previous Year	% Change Same Month Average 1992-1996
Salted Aki Sake*	250	85	132	68
Salted Toki Sake*	932	101	124	96
Frozen Salmon	800	98	112	103

1 Source: "Wholesale Quantity and Price by Central Wholesalers Market in 10 Cities", Suisanbutu Ryutsu Tokei Nenpo 1995 (Marketing of Fishery Produce), The Ministry of Agriculture, Forestry and Fisheries, 1996

## Interviews and Factories Visited

### Marudai Sato Suisan Corp.

6-3-20, 3-jo, 24-ken, Nishi-ku

Sapporo-shi, Hokkaido 063

Phone: 011-621-6111

Fax: 011-642-9274

Contact: Yoshiharu Ota

Processor/wholesaler: smoked fish, salmon ham, salmon jerky

Contact: Mr. Kihara

### Hokuchin K.K.

4-56 Minato

Kanazawa-shi, Ishikawa-ken 920-02

Phone: 0762-37-6000

Fax: 0762-38-1004

Contact: Toshiyuki Itono

Processor: dried saffron cod, Pacific cod and other dried seafood snack

3-4<sup>th</sup> largest manufacturer of Dried Fish in Japan

Employees; 180

Factories: 3

Annual Turnover : 500,000,000 billion

Distribution: Through nationwide wholesaler system

Private brands to supermarkets and supplies to retail outlets such as Co-op, Thanks, seven-eleven, Ito Yokoda.

Main Product Line: Cuttle Fish

Comments: Trend for soft products is influencing the type of products sold by the company. Company won't use sole flounder, bones too brittle

### Sun Shokuhin Kabushiki Kaisha

Sapporo (Hokkaido)

Phone: 011-6427891 Fax: 011-612-1014

President : Mr Katsuji Gondaira

Domestic Salmon: Price from Hokkaido approximately 1,500 per kg. W/out skin or bone, with skin much cheaper. Preference for small-cut salmon.

International Business: Currently importing smelt from Canada, pre cut US\$2.00 per kg CIF Yokohama

**Ichikou Company**

Mr. Kato

Sales manager

No.1057-1, Tsutsumishita, Aza, Naruta, Odawara-shi

Tel: 0465-38-0715 Fax. 0465-38-0050

**Suzusho Ltd.**

Mr. Hajime Matusi

Assistant General Manager

23 Araki-cho Shinjuku-Ku, Tokyo 160

Tel: 03-3225-1167 Fax: 03-3225-5520

Company imports Tengu products and has recently signed a contract to import Tengu Salmon Jerky from Alaska to sell through travel agent mail order catalogs which are distributed to overseas travelers when they buy their tickets.

**Mr. Kunie Okubo**

Manager of Sales Dept.

Kaiyo Foods Co., Ltd.

Kioicho Park Bldg 9F, 3-6 Kiocho Chiyoda-Ku, Tokyo Japan

Company emphasizes its focus on marine products that have been raised naturally and prepared without using any artificial additives.

Fumio Sawami - Deputy Manager, Marine Products Section

**Daimaru Kogyo, Ltd.**

2-18-11 Kiba, Koto-Ku Tokyo

Tel: 03-3820-7123, Fax: 03-3820-7089

**Miyoshi Trading Co.,**

Ochiai Building 2F, 7-10-7 Tsukiji, Chuo-Ku Tokyo, 104

Phone: 03-3546-8225, Fax: 03-3546-8227

**Fisheries Agency**

Ph: 03-3501-1961

Mr. Ishikawa

**Red Heart Inc. (Pet Food Wholesaler)**

Sanden Bldg. 5F, 5-4-23 Kotonoo-cho, Chuo-ku, Kobe, Hyogo 651 Japan

Tel: 81-78-230-2288, Fax: 81-78-230-2289

Yasushi Ishiguro - Sales Manager

**Aoyama Kennel's Co. Ltd.**

5-53-4, Jingumae, Shibuya-Ku, Tokyo Japan, 150

Ph: 03-3400-6731 Fax: 03-3400-8258

Ms. Ichiroh Umeki

**Peto Guzzu Sato (Pet Food Shop)**

2-2-1 Dogenzaka, Shibuya, Tokyo, 150

Phone: 03-3461-5984 Fax: 3461-3431

**Nihon Pet Food (Pet food manufacturer)**

Shuzo Yoshimi

**Japan Pet Products Manufacturers Association**

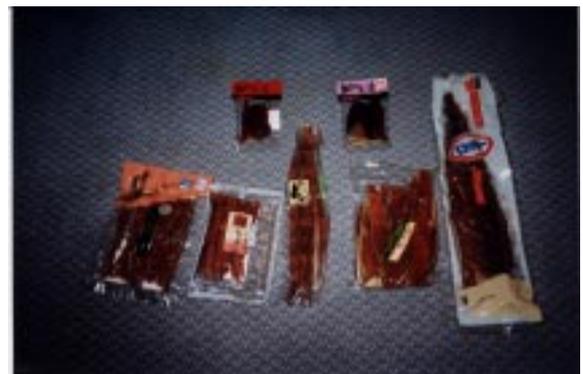
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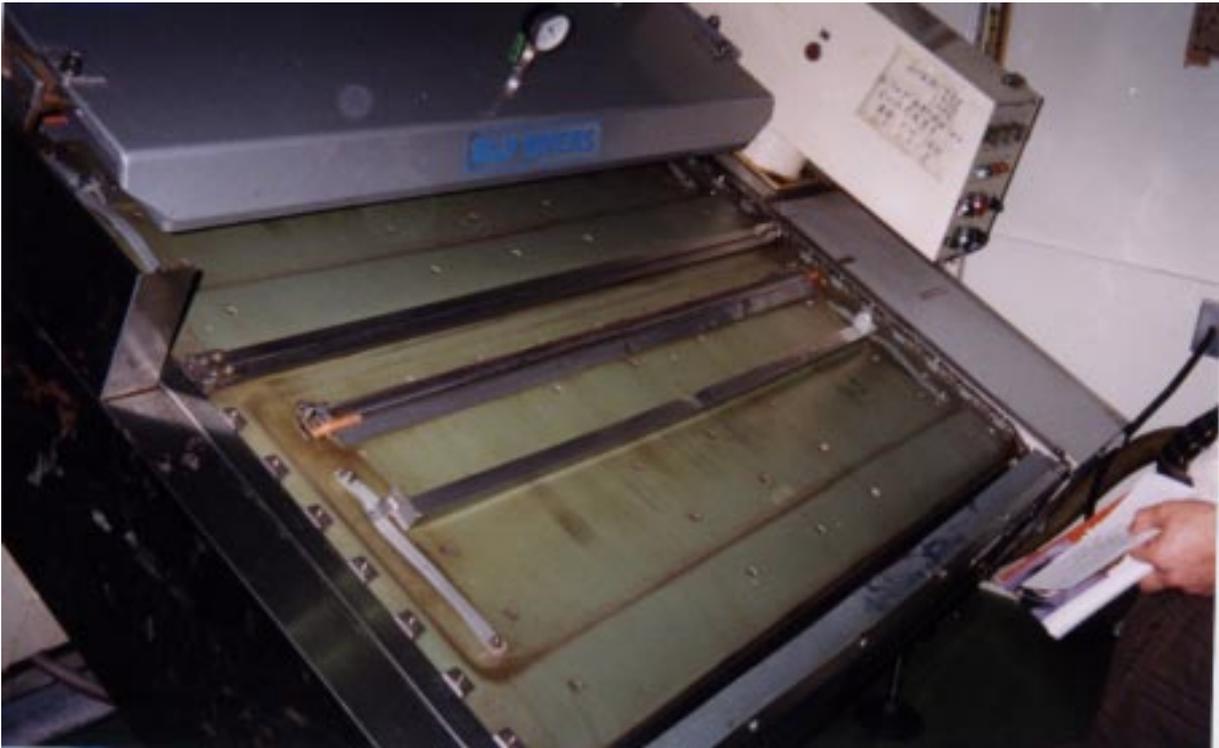
Beef Jerky



*Natural Drying*



Packaging



Pet Food



*Preparation*



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# Dried Fish Asian Market Investigation and Analysis and an Industry Demonstration Project to Produce Dried Fishery Products from Underutilized Salmon and By-Catch Species

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